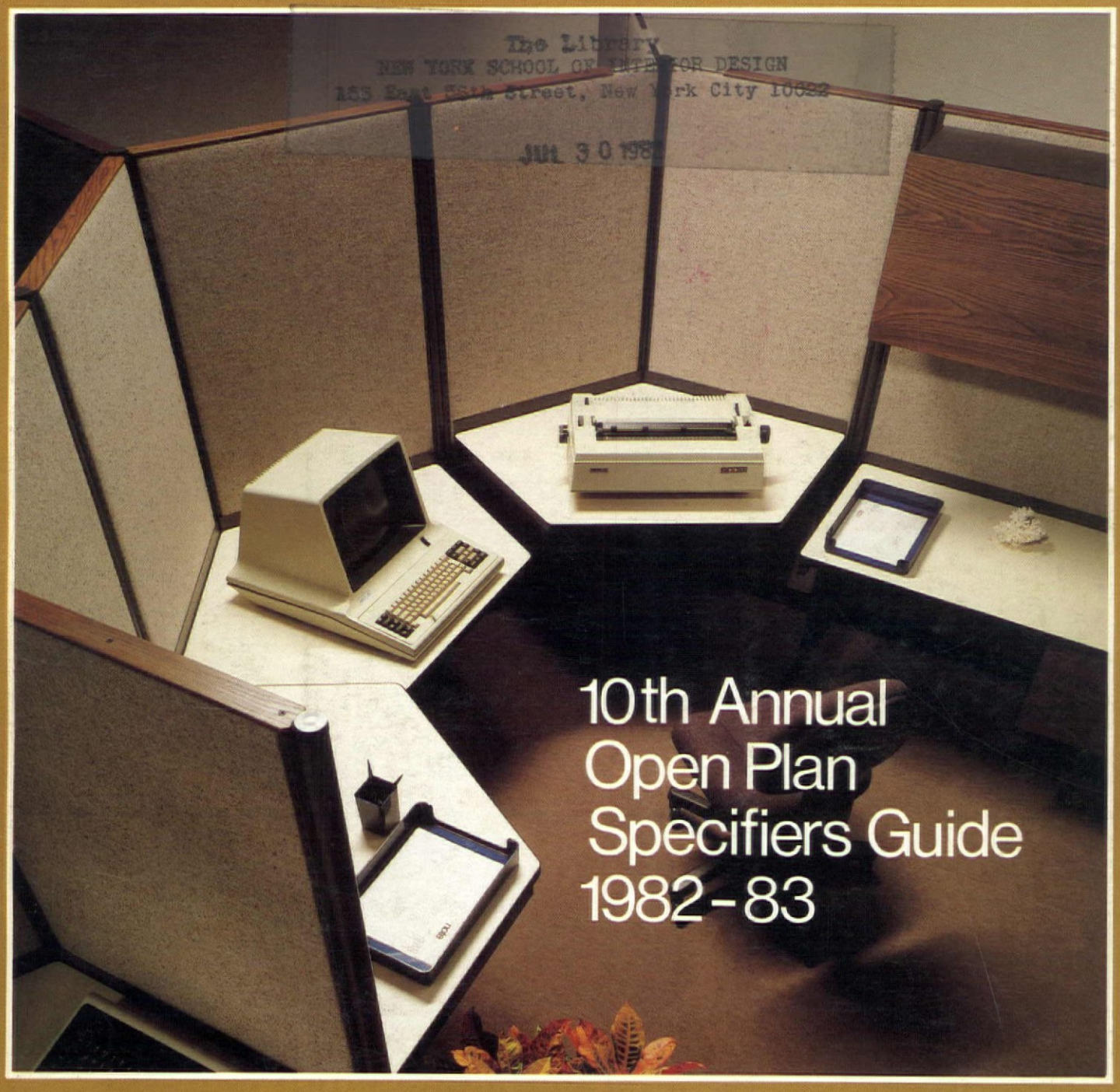
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JULY 1982

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



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Open plan to be 50% of market by mid-'90s

- Wells Fargo post-design evaluation shows reduced turnover
- New study calls for retail design concepts in open plan
- ASID Conference; open plan furnishings & lighting reviews

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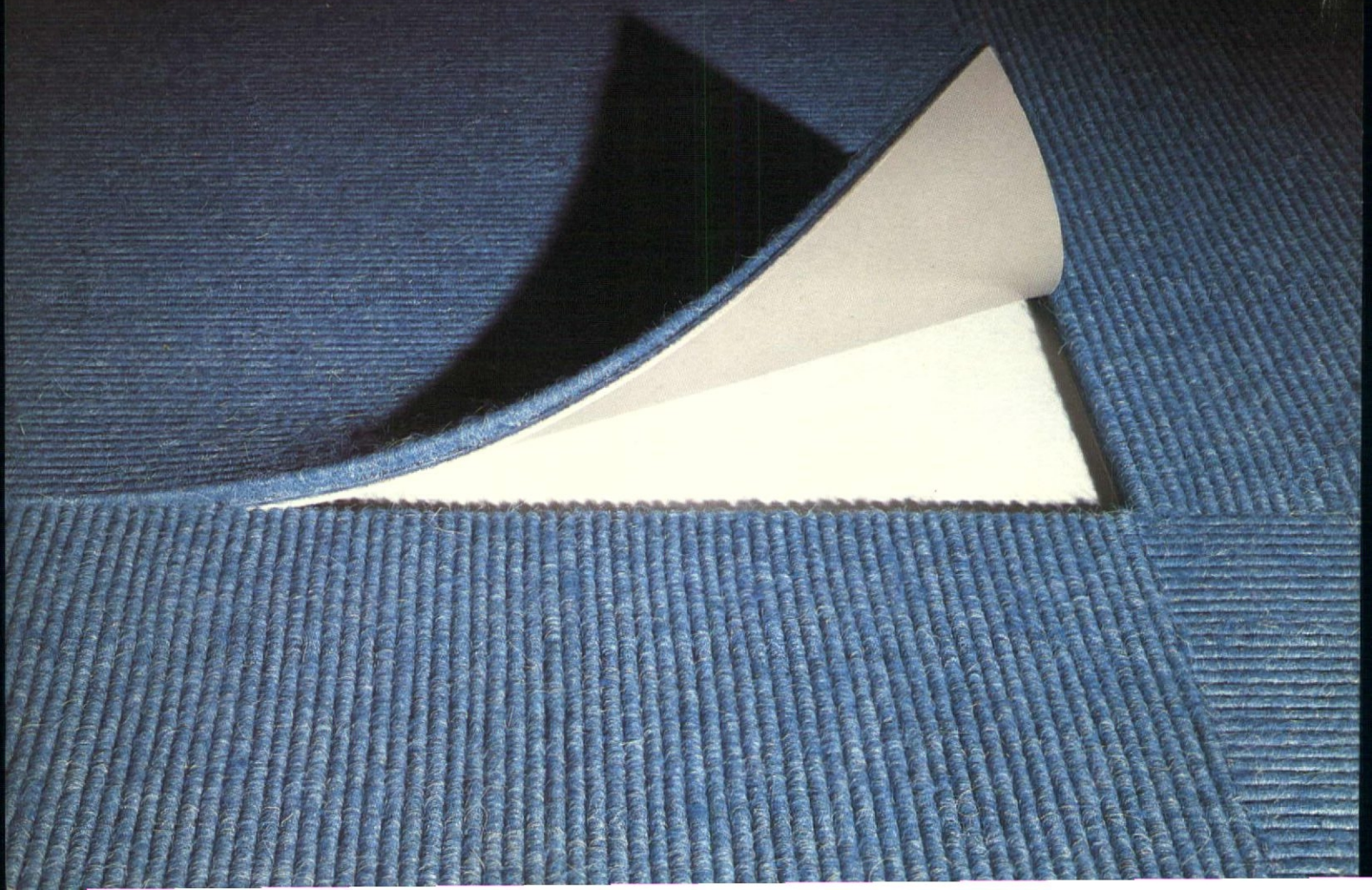
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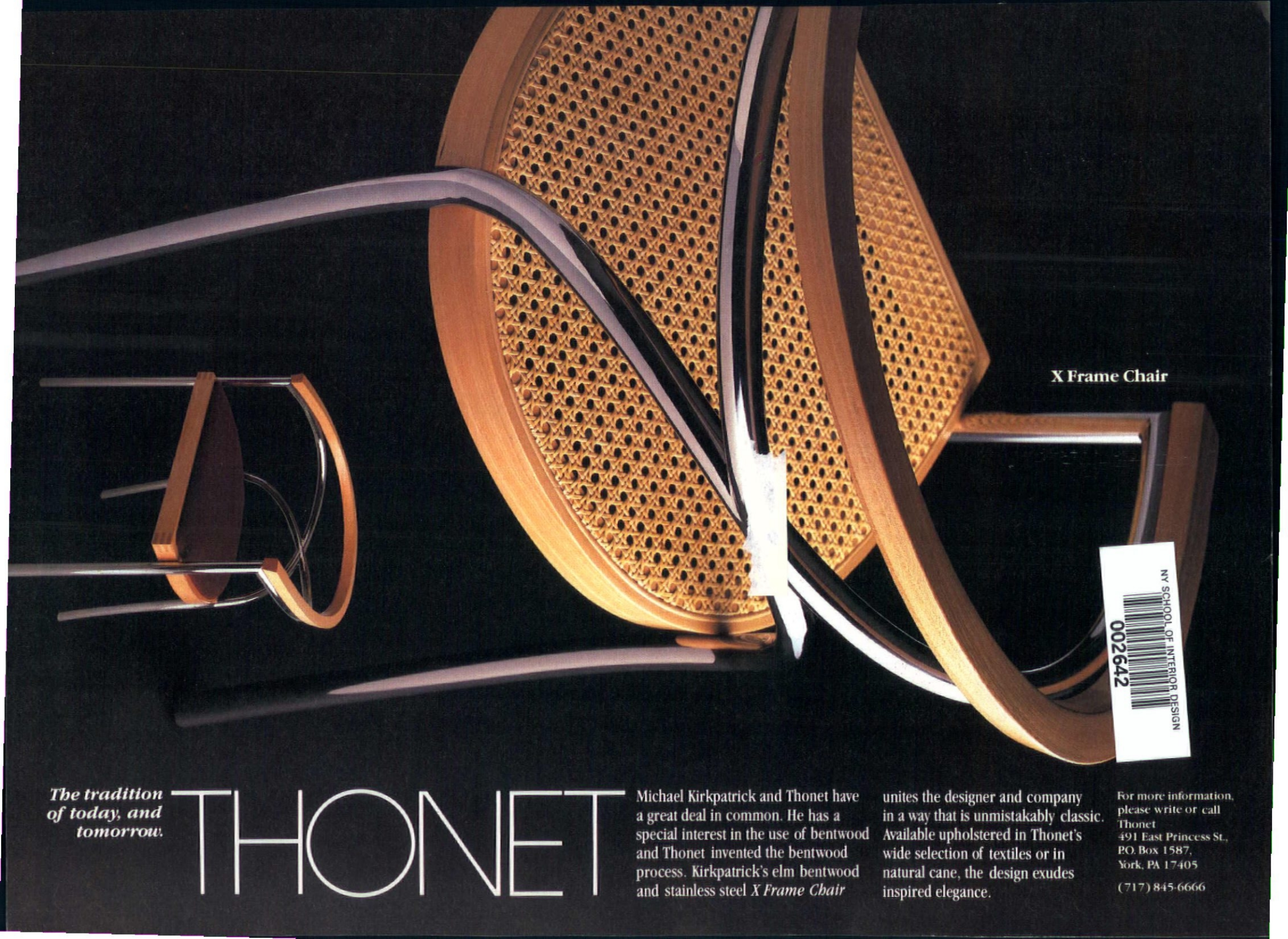
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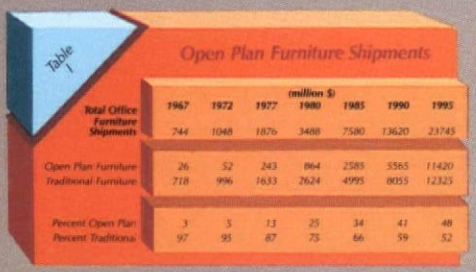
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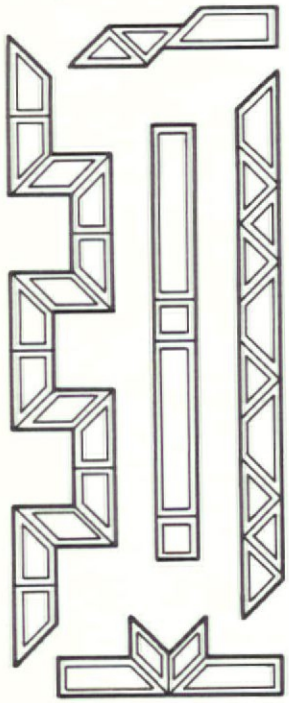
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COVER–*Typical open plan configuration is exemplified in this cover design by George Koizumi using Precision Manufacturing system.*

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August: Remodeling installations, along with newly updated directory of quick-ship products and manufacturers. Articles on adaptive reuse, government renovation and historic preservation, present a total look at the commercial buildings market. Plus product reviews of ceiling systems and Sales Help Wanted Section. Executive Buyer Edition.

September: WHO'S WHO IN CONTRACT/Northeast & Canada—CONTRACT presents its seventh census of contract specifiers, architects, and designers. Computer Support Furniture Mini-Directory—Listing of contract manufacturers and details on their computer-support products. Designer's Saturday Preview—Product introduction and program details along with map and guide to this annual prestige showroom event in New York. NOPA Preview—Advance coverage of exhibitors, program, and products at the National Office Products Association (NOPA) show, Chicago. Orgatechnik Preview—early look at Cologne Furniture Fair, Germany.

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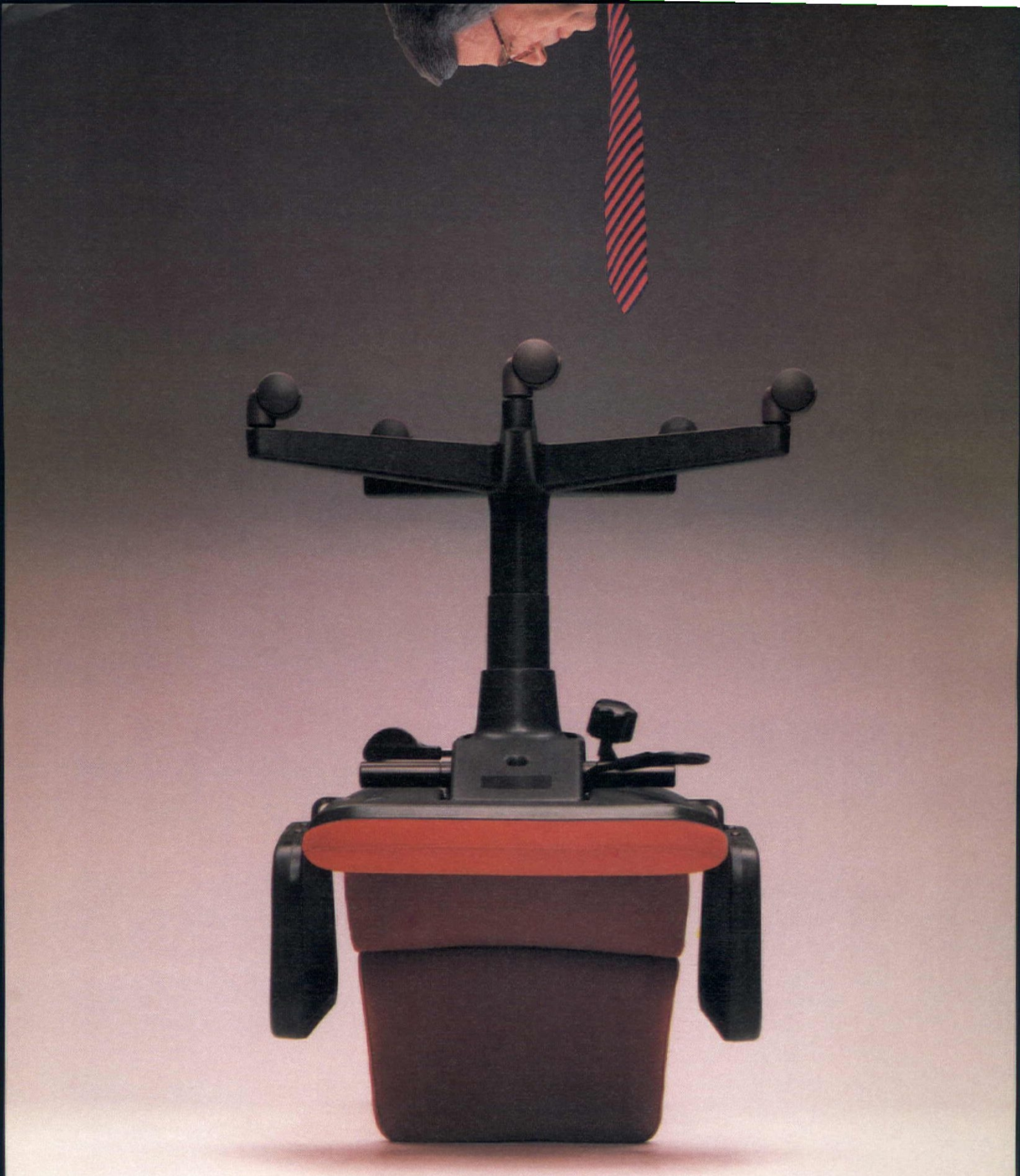
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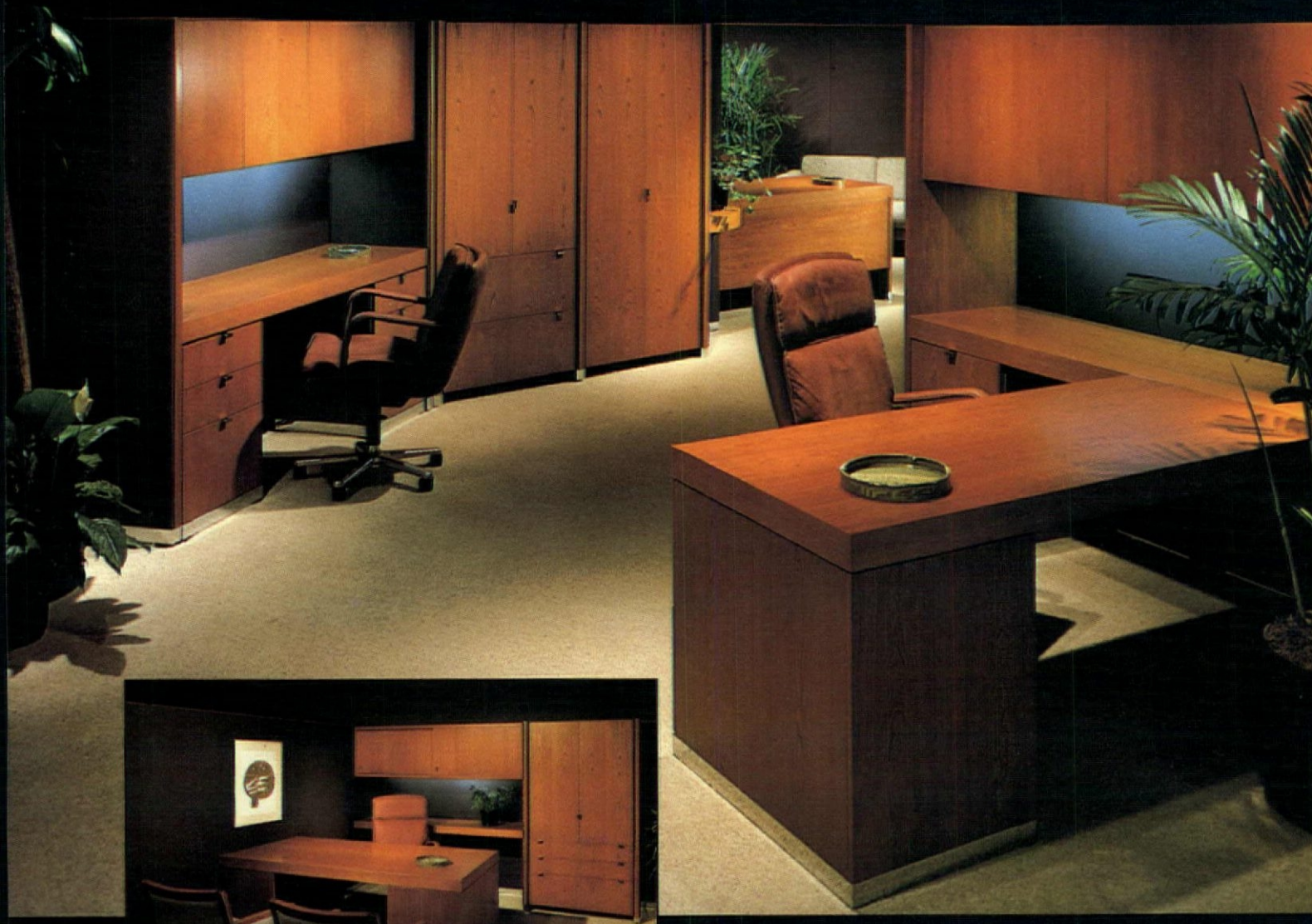
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Teaching space planners to use electronic technology is focus of 1982 ASID conference seminars

How computers and electronics impact the interior design profession is the focal point of a series of far-reaching programs which will take place during the American Society of Interior Designers' (ASID) 1982 Conference & Exposition, San Francisco. Titled "Dimensions Plus: Integrating Humanism With Technology," the conference will tackle new interior design challenges created by the proliferation of advanced electronic technology.

Convention activities, which are scheduled for July 28 through August 1, will be keyed to a half-day program



Dr. Leo Buscaglia, noted authority on human behavior, will keynote the conference's opening session on Thursday, July 29.

of seven workshops which address computer-aided design. ASID attempts to arrange scheduling so that more than one workshop is available to each attendee.

Slated for Friday, June 30, this program will begin with an opening address moderated by Jeffrey Brown, Milliken Corp. Participants will then break up into workshop groups which will cover topics such as "The Computer as a Design Product Tool," chaired by Lawrence Morehouse, Ph.D., professor of kinesiology, UCLA, and the first person to design a chair solely by computer.

Other workshops include "Implementing Data Processing in a Design Firm" and "The Many Uses of the Word Processor," headed by Henry Haimovitch, AIA, Berkeley, Calif., and Carol Dyer, Edwin S. Darden Assoc., Fresno. Business concerns will be addressed in workshops given by Jeffrey Hamer, Computer Aided Design Group, Santa Monica, and Charles Salembier, Albert van Luit & Co., Los Angeles. Titles of their presentations are "The Computer as a Design Product Tool" and "The Computer as a Business Tool."

Thomas Frank, FASID, Interior Design Assoc., Salt Lake City, Utah, will demonstrate the workings of a microfilmed library of industry sources in "Microfiche: Don't Let Technology Pass You By." Ed Freidrichs, AIA, Arthur Gensler & Assoc., Los Angeles, will discuss "The Computer's Impact on the Future of Interior Design."

Exploring alternative environments

Following the morning workshop program, Buckminster Fuller will address participants on energy-conscious design. Best known for the invention of the geodesic dome—200,000 of which exist throughout the world today—



ASID conference attendees will find opportunities to explore San Francisco as they tour offices of prominant area interior designers and related professionals.



Buckminster Fuller, inventor of the geodesic dome, sets pace for high-tech, far-reaching ASID seminars during lecture.

Fuller is also the creator of Dymaxion House, the Dymaxion Car, and the Dymaxion Map. Author of some 14 books including, *Nine Chains to the Moon and Critical Path,* he will explore the interrelationship between man, design, and technology and the creation of energy-efficient environment planning.

ASID's other featured speaker is Dr. Leo Buscaglia, who represents the "human" half of the conference theme. Buscaglia is nationally-known for his two Public Broadcasting Television programs—"Speaking of Love" and "The Art of Being Fully Human." His address will keynote the opening general session on Thursday, July 29.

ASID's International Exposition of Design Resources will be held at the Moscone Center, a column-free underground structure measuring 880 linear ft. More than half of this year's exhibition space is sold out, according to ASID conference planners. In conjunction with visiting product displays, conferees will attend lectures, seminars, and workshops exemplifying end-use alternatives for displayed products. Approximately 40 sessions will be offered covering topics such as barrier-free de-

(Continued on p. 14)

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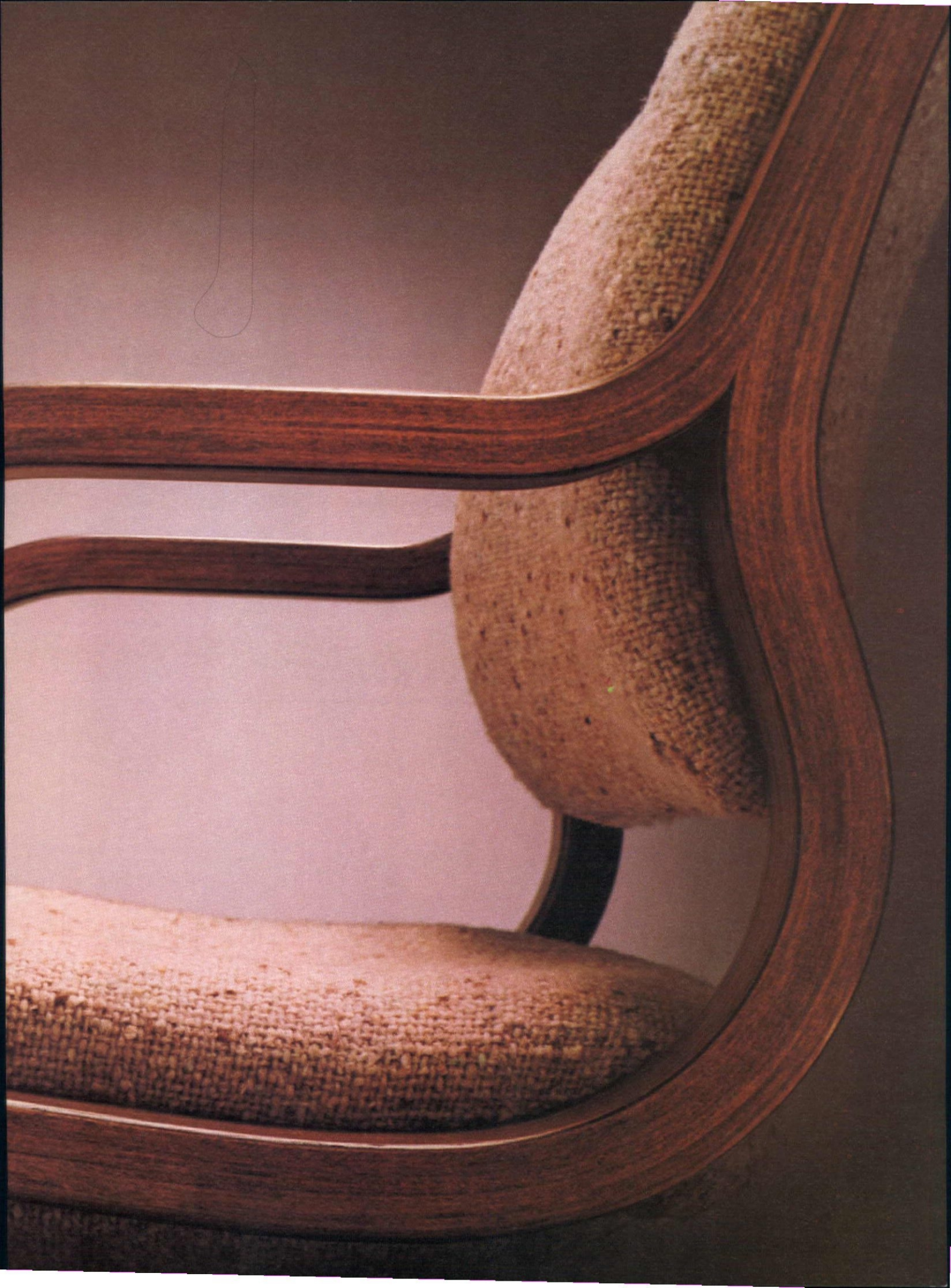
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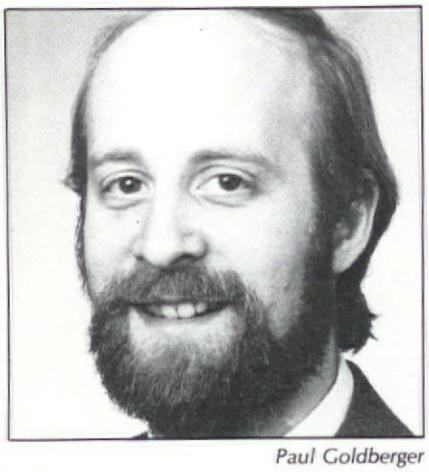
(Continued from p. 11)

sign, period furnishings, healthcare design, furniture performance testing criteria, and renovation.

Specific workshops include:

• **"Preserving a Fragile Art,"** R. Michael Brown, FASID, New York.

• **"The Ambience of Light: A Look at the Future,"** David Winfield Wilson, lighting designer, San Francisco.



Paul Goldberger

• **"At Issue: Saving Lives Through Design,"** Sivon Reznikoff, education member, ASID, professor of interior architecture, Arizona State University.

• **"Medical Offices—Total Planning,"** Marvin Cutler, ASID, New York.



Judith Selkowitz

• **"Art Collecting in the '80s,"** Judith Selkowitz, Judith Selkowitz Fine Arts, New York.

• **"Tents and Digs: Reclaimed Habitats to Reshape Your Environments and Your Thinking,"** Ron Raetzman, ASID, assoc. professor, School of Architecture and Design, University of Cincinnati; Gene Zellemer, AIA, Fresno, Calif.

• **"Directions in Architecture,"** Paul Goldberger, architecture critic, *The New York Times*.

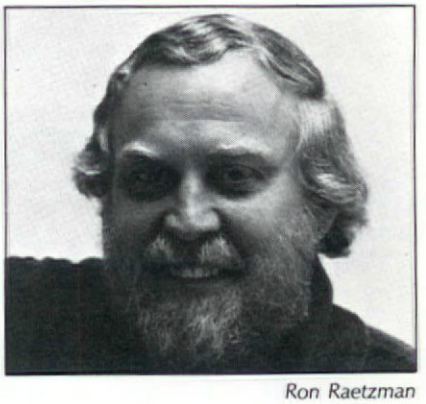
• **"Marketing for the Interior Designer,"** Mary Knackstead, ASID, Harrisburg, Penn.

• **"The Artist as Part of the Design Team,"** Koryn Rolstad, president, Bannerworks, Seattle; Helen Webber, Helen Webber Tapestries, San Francisco.

• **"What Color is it?,"** Everett Brown, FASID, New York.

• **"Designing A Village in Space,"** Larry Bell, AIA, director and professor of architecture, Environmental Center, Houston.

"Good Public Relations Can Make You Rich and Happy," Alby Phibbs, FASID; Walton Brown, publisher, *Designers West;* Len Corlin, co-publisher, editor, CONTRACT; Alfred Siesel, president, The Siesel Company; Robert Zinkhon, Robert Zinkhon Communications.



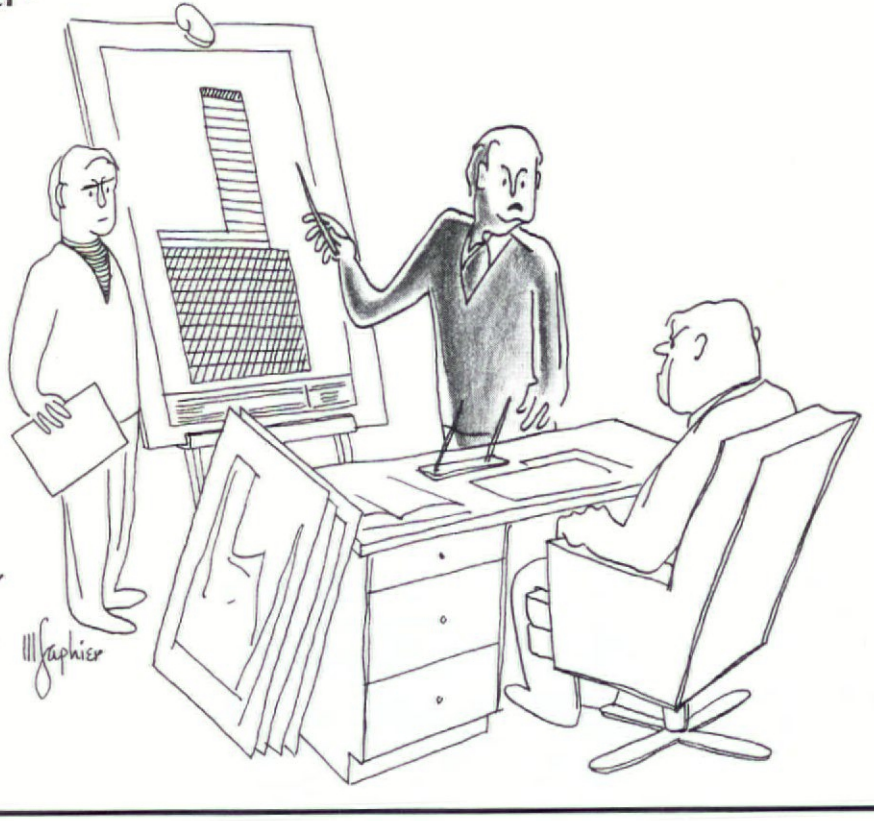
Ron Raetzman

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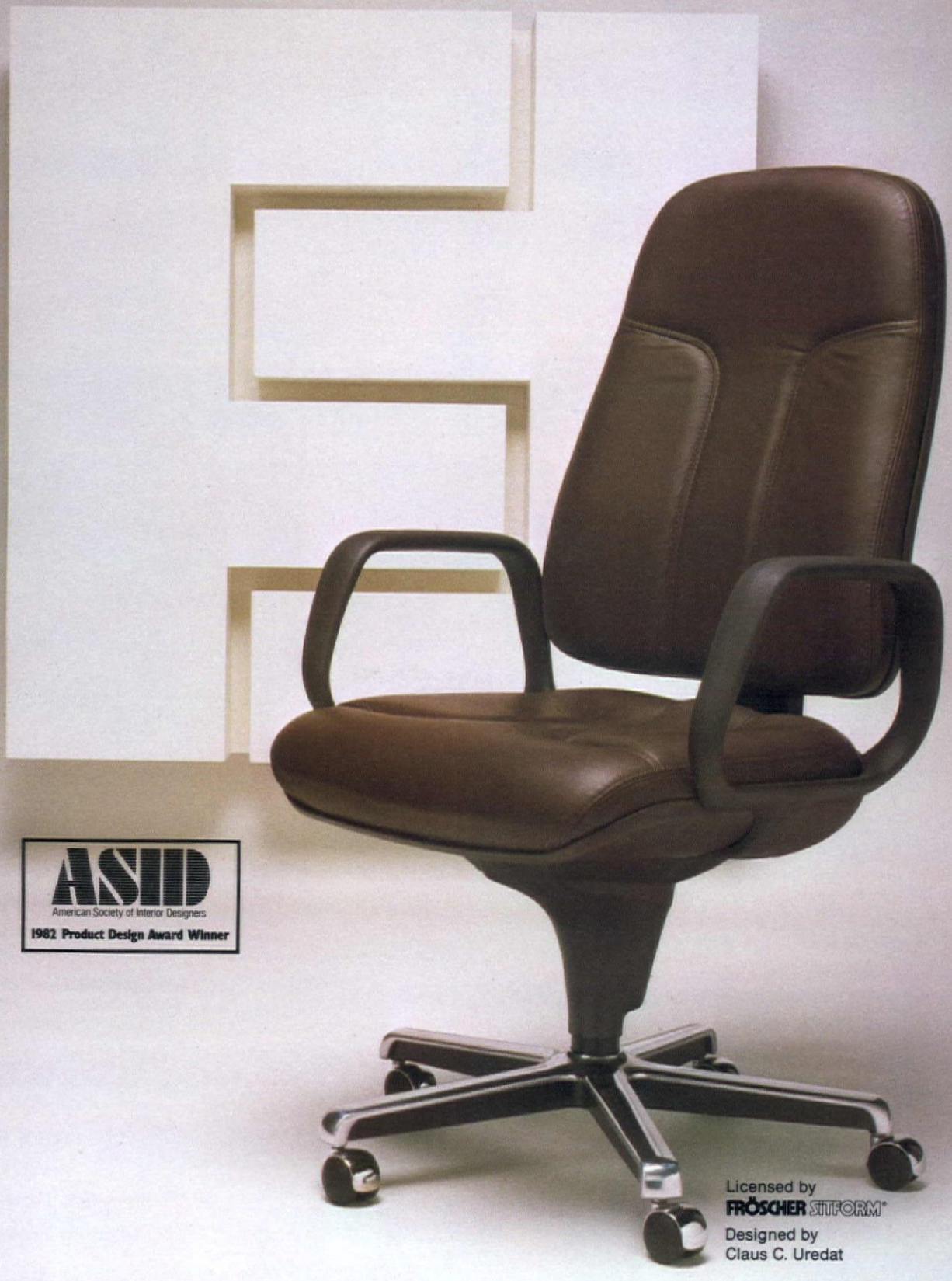
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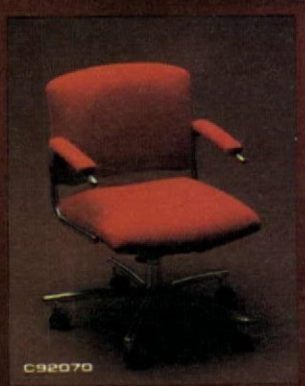


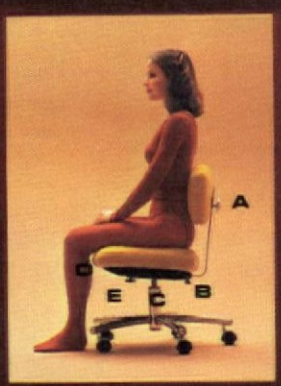
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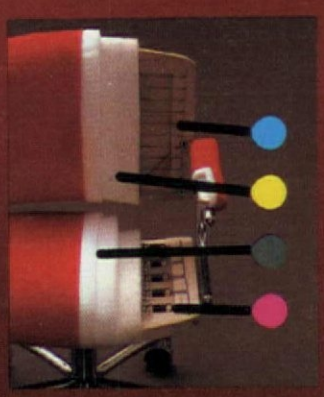
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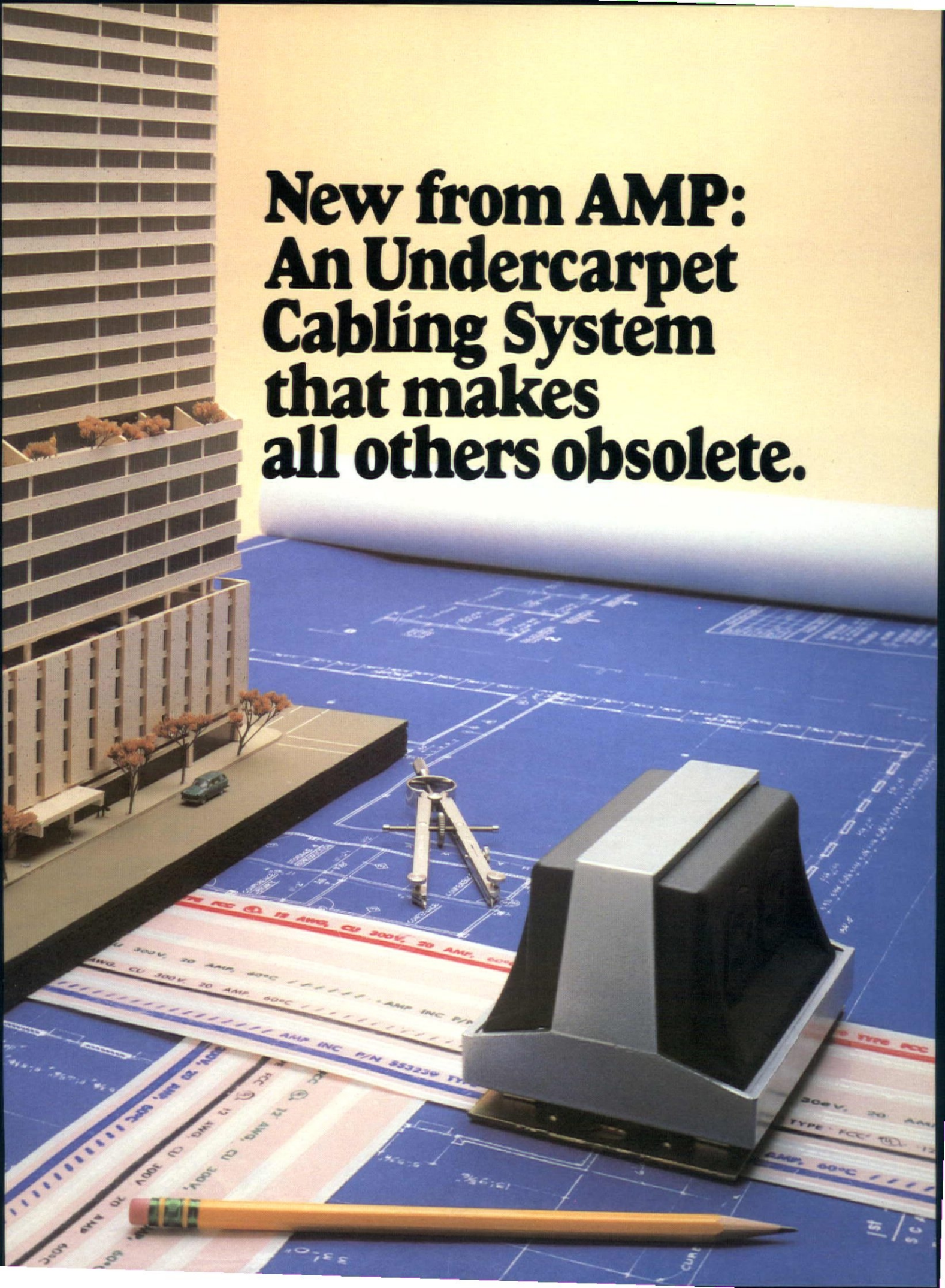


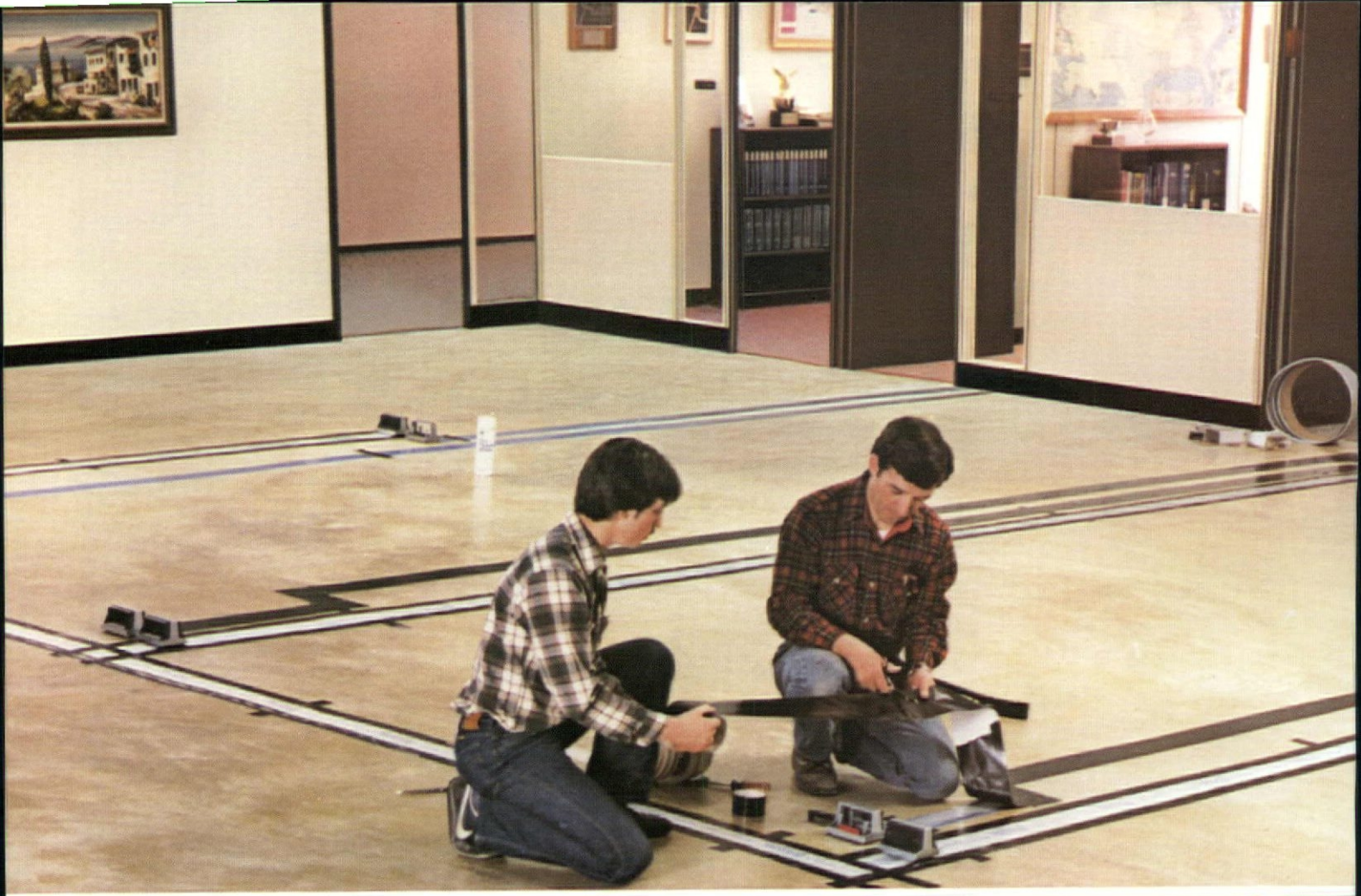


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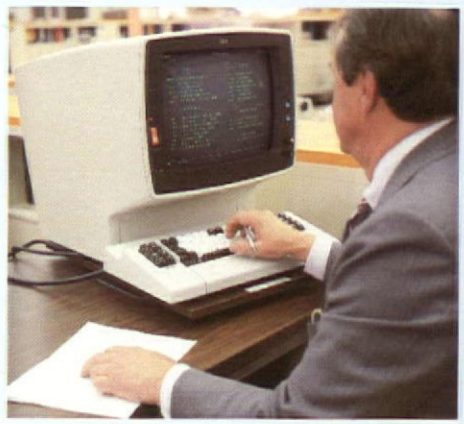
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The AMP Undercarpet Cabling System III. Flexible. Reliable. Unequalled performance.



Here's the most intelligent distribution concept going. For power, data, and communications.

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You don't have to worry about reliability anymore. The AMP system is UL® listed, and it's included in the 1981 printing of the National Electrical Code, Article 328. In fact, it's an improvement on dependability over other undercarpet systems because there's no need for cable cutting. System integrity and performance are also improved whether the application is power, data, or communications.

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For more information, see your Authorized AMP Undercarpet Distributor. Or contact AMP Special Industries, (215) 647-1000, ext.449 P.O. Box 1776, Paoli, PA 19301.

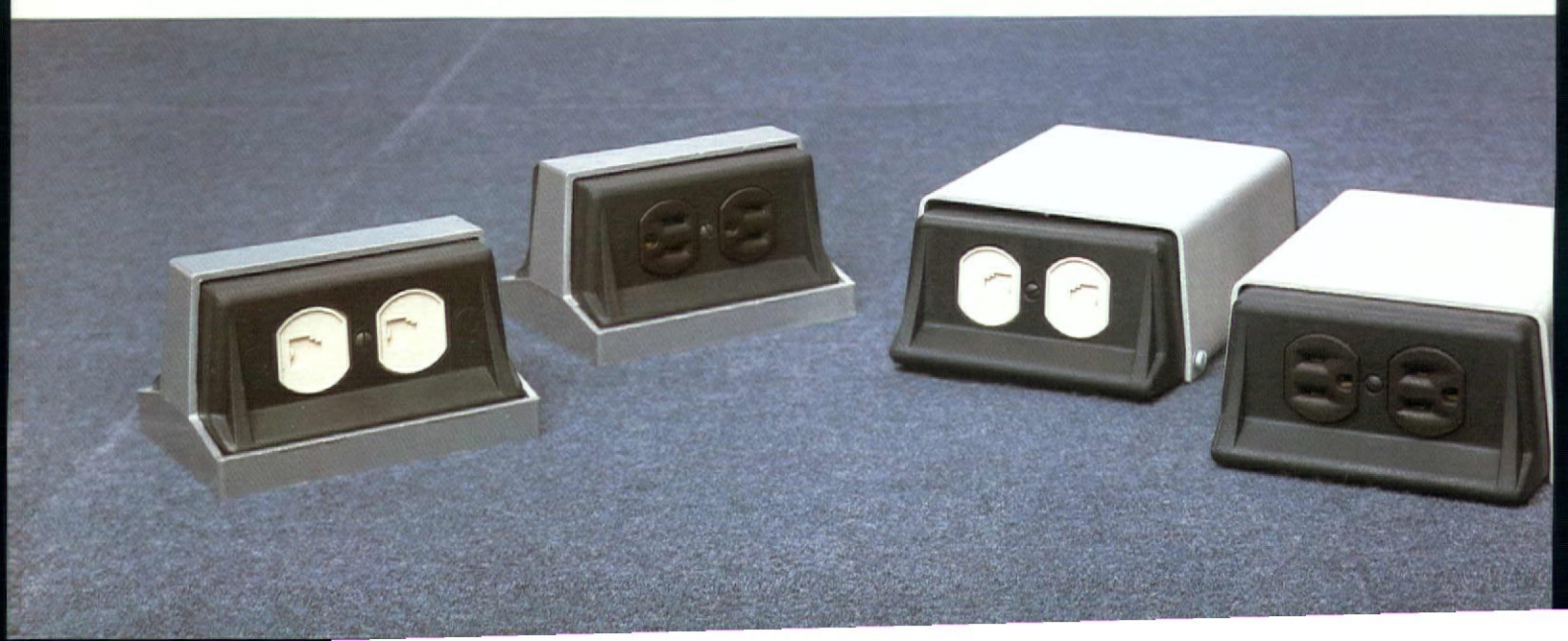
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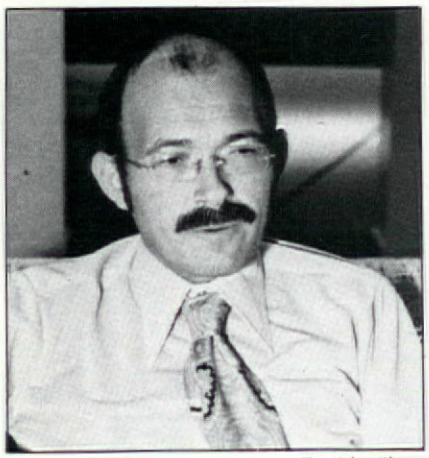
940 Third Ave., New York 10022
Pacific Design Center, 8687 Melrose Ave., Los Angeles, Calif. 90069
10044 World Trade Center, Dallas, Texas 75258

1245 Merchandise Mart, Chicago, Illinois 60654
Galleria Design Center, 101 Kansas Street, San Francisco, Calif. 94103
C423.2 Commerce Wing, Southern Furniture Center, High Point, N.C. 27261



(Continued from p. 14)

San Francisco's Hyatt Regency Hotel will be the headquarters for a variety of special activities which will take place throughout the event. Included is the Thomas Jefferson Awards Dinner, where winners of the Society's product,



David Wilson

project, Designer of Distinction, and Thomas Jefferson awards will be honored.

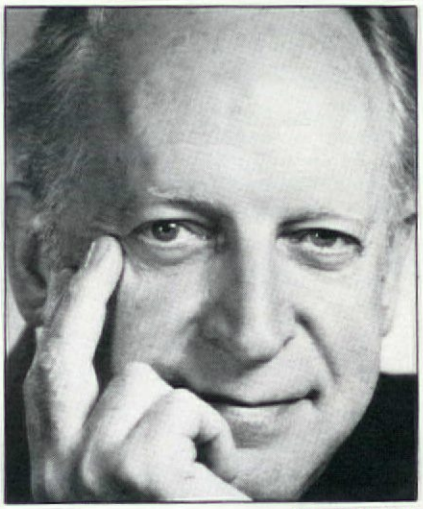
Another dinner will be held at the Sheraton Palace, which dates back to 1874. Its glass-domed restaurant can accommodate several thousand diners.

Other special features include tours of San Francisco and its various cultural sites. Among these are two walking tours of the city's commercial spaces, industrial tours of plants such as the Winfield Design factory, and a visit to Environmental Planning & Research, a foremost computer-aided design firm. In addition, vists to Arthur Gensler & Company, and Hellmuth, Obata & Kassabaum—two of the largest interior design firms in the U.S.—are planned.

For further information regarding registration, program information, and travel discounts contact the ASID national office, 1430 Broadway, New York, NY 10018; 212/944-9220.



Helen Webber



Everett Brown



Sivon Reznikoff

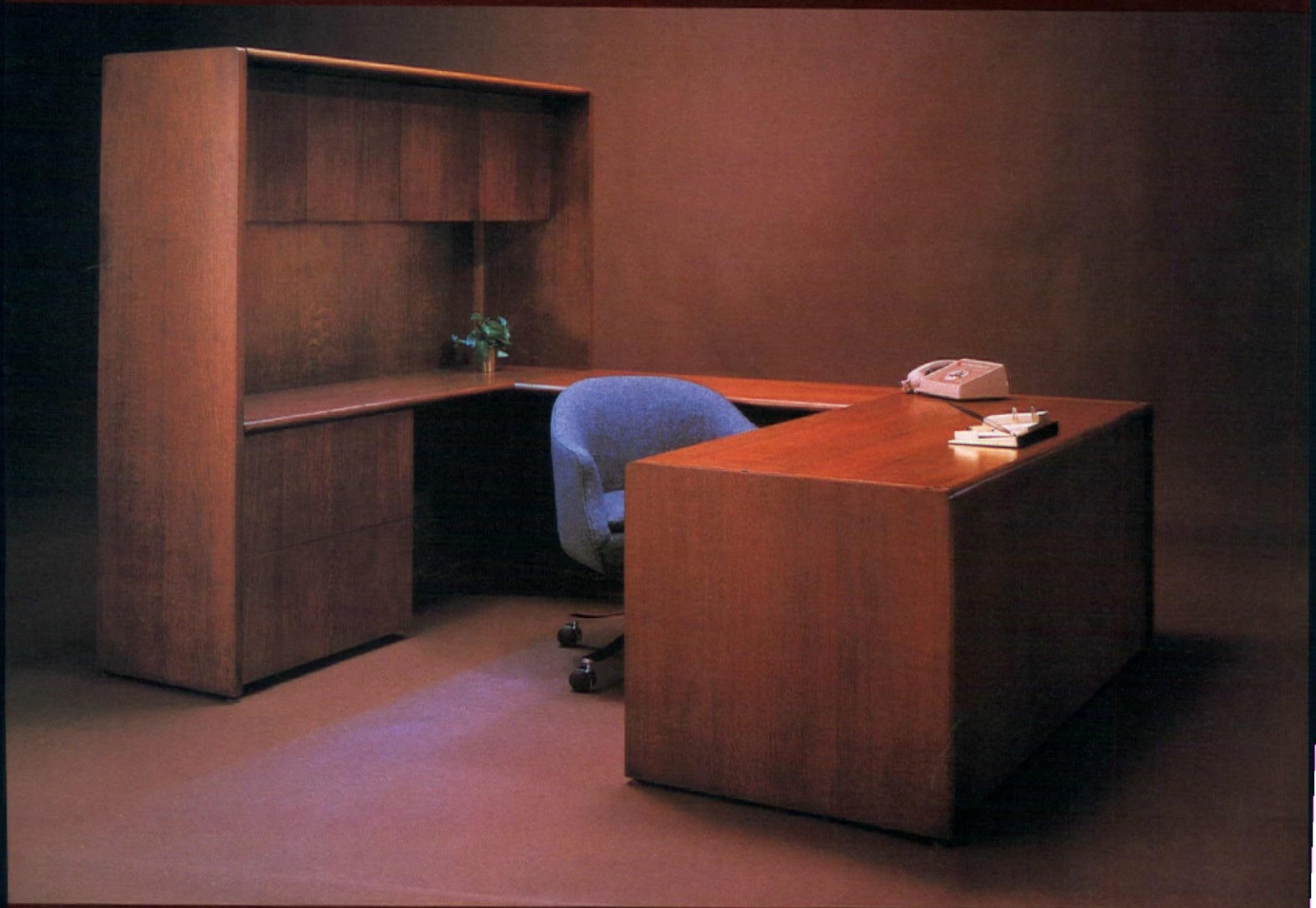
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Durkan Ents.
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Fabrica Int'l
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Gayeski Furniture Coordinates
Graber Co.
S. Harris & Co.
Home & Castle
Hunter Douglas
Int'l Linen Promotion Comm.
Intrex/Architectural Supplements
Karastan Rug Mills
Kentucky Wood Floors
Kinney Wallcoverings
Kirsch Co.
Kroll Fabrics
Lamin-Art
Jack Lenor Larsen
Lee Jofa
Lighting Products div., McGraw Edison
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Stark Carpet
Stauffer Chemical
Stroheim & Romann
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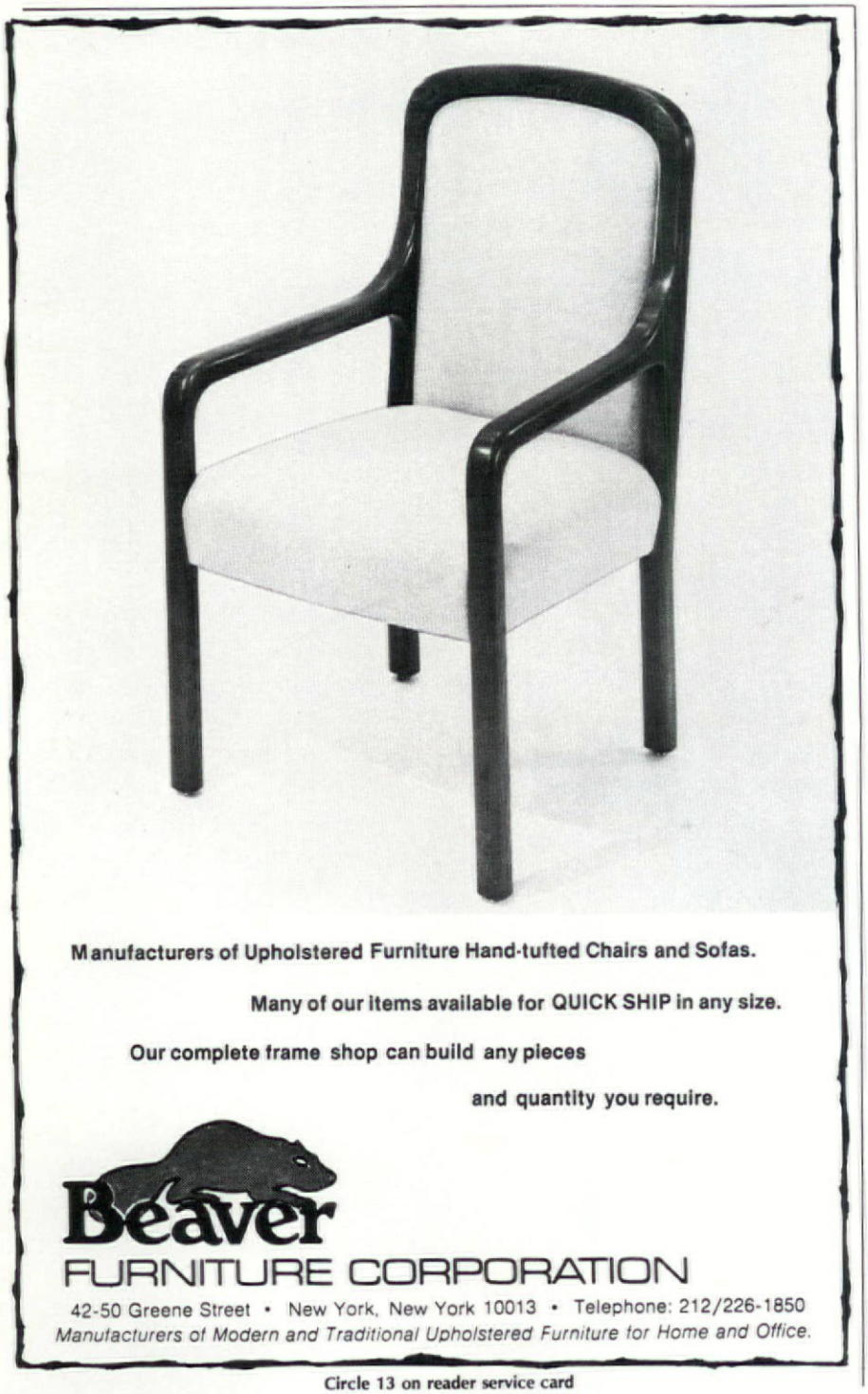
Life safety programs gain importance on lecture circuit

Syracuse, N.Y.—Presentations on fire behavior and test methods for flame spread and toxic fumes commanded applause at a recent ASID Professional Development Seminar here. Sponsored by the New York Upstate/Canada East chapter—the second ASID chapter to offer such a program—lectures were conducted by Sivon C. Reznikoff, professor, Arizona State University School of Architecture, at the Hotel Syracuse.

Member of several national materials-testing organizations and author of NCIDQ-listed *Specifications for Commercial Interiors*, Reznikof showed an extensive series of slides illustrating fire behavior, terminology, codes, and safety, as well as testing criteria for flame spread and toxic fumes. In addition, she provided materials which conferees examined and tested during the informative lecture.

Special guest speaker was Roland E. Nortman, deputy chief, Fire Prevention Bureau, City of Syracuse Fire Dept.

Following the conference, attendees viewed exhibits of design projects executed by the chapter's student members. Activities were capped by a FIDER benefit dinner held in the hotel's Renaissance Room.



Circle 13 on reader service card

AIA/San Francisco selects 13 projects for Bay Area awards

San Francisco—The San Francisco chapter of the American Institute of Architects (AIA) selected 13 Bay Area projects as meriting honor awards for design excellence. These winners were recently chosen from 130 entries representing installations as diverse as residences, wineries, shopping centers, and libraries.

Charles W. Moore, FAIA, faculty member, UCLA School of Architecture; Sarah Harkness, FAIA, partner, The Architectural Collaborative, Cambridge, Mass.; and Jean Paul Carlian, FAIA, principal, Shepley, Bulfinch, Richardson & Abbott, were competition judges.

Winning projects included Saratoga Community Library, Saratoga, Calif., Spencer Assoc., project architects; McDonald's Restaurant and Stanford Shopping Center, Bull Field Volkmann Stockwell, project architects; Moscone Center, San Francisco, Hellmuth, Obata & Kassabaum, project architects; Glover Street Condominiums, San Francisco, Daniel Solomon & Assoc., project architects; and Arthur D. Little, San Francisco, Environmental Planning & Research, project architects.

All winning projects were displayed at the recently-held first annual San Francisco Fair & Exposition, Moscone Center.

Moongate exhibit wins Texas Architects' design blue ribbon

Corpus Christi, Tex.—A blue ribbon for design excellence from the Texas Society of Architects was awarded to Moongate, Ralph Wilson Plastics Company's Oriental-themed traveling exhibit.



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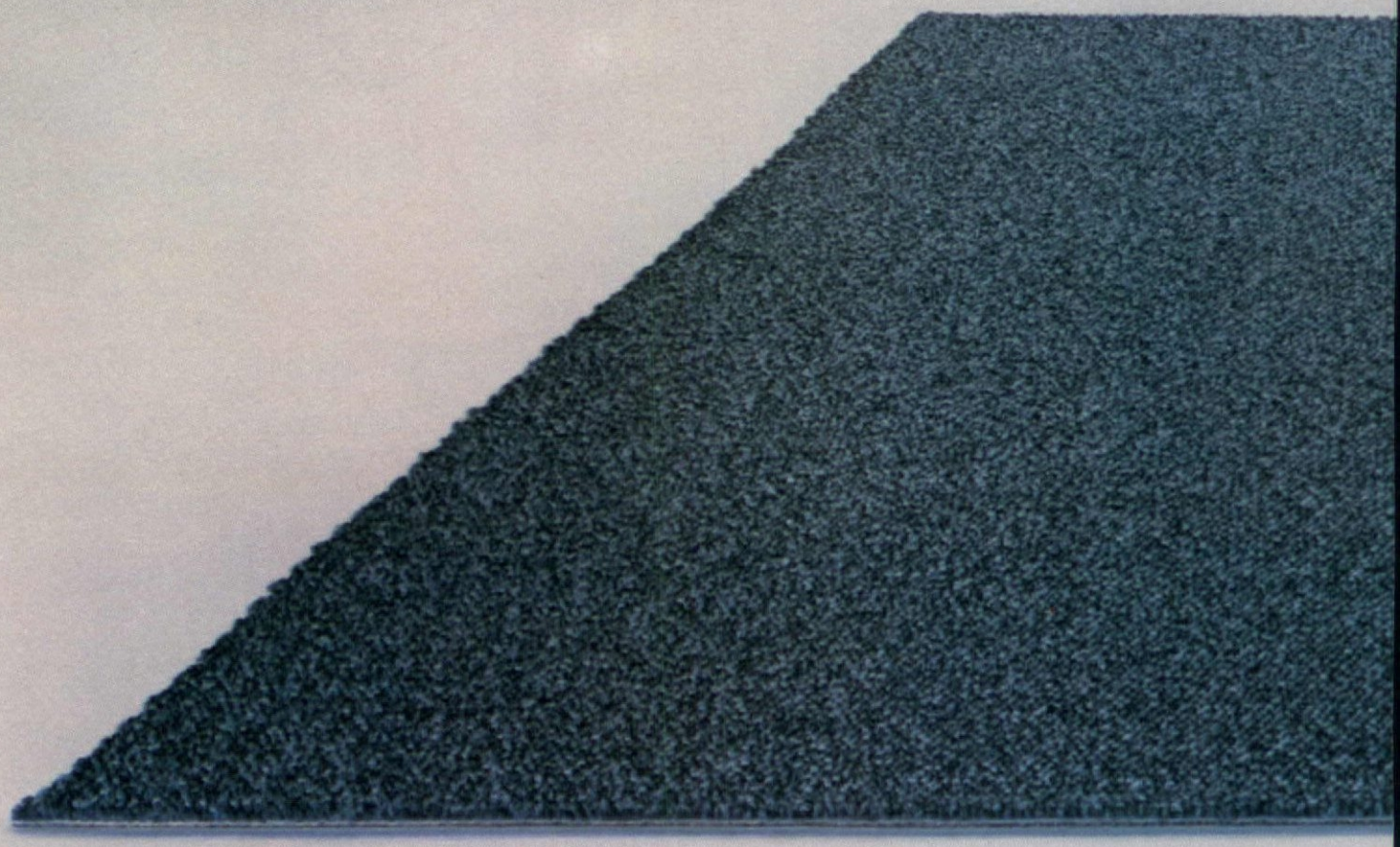
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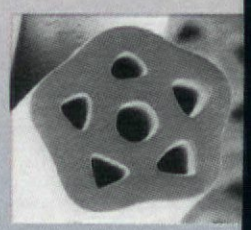
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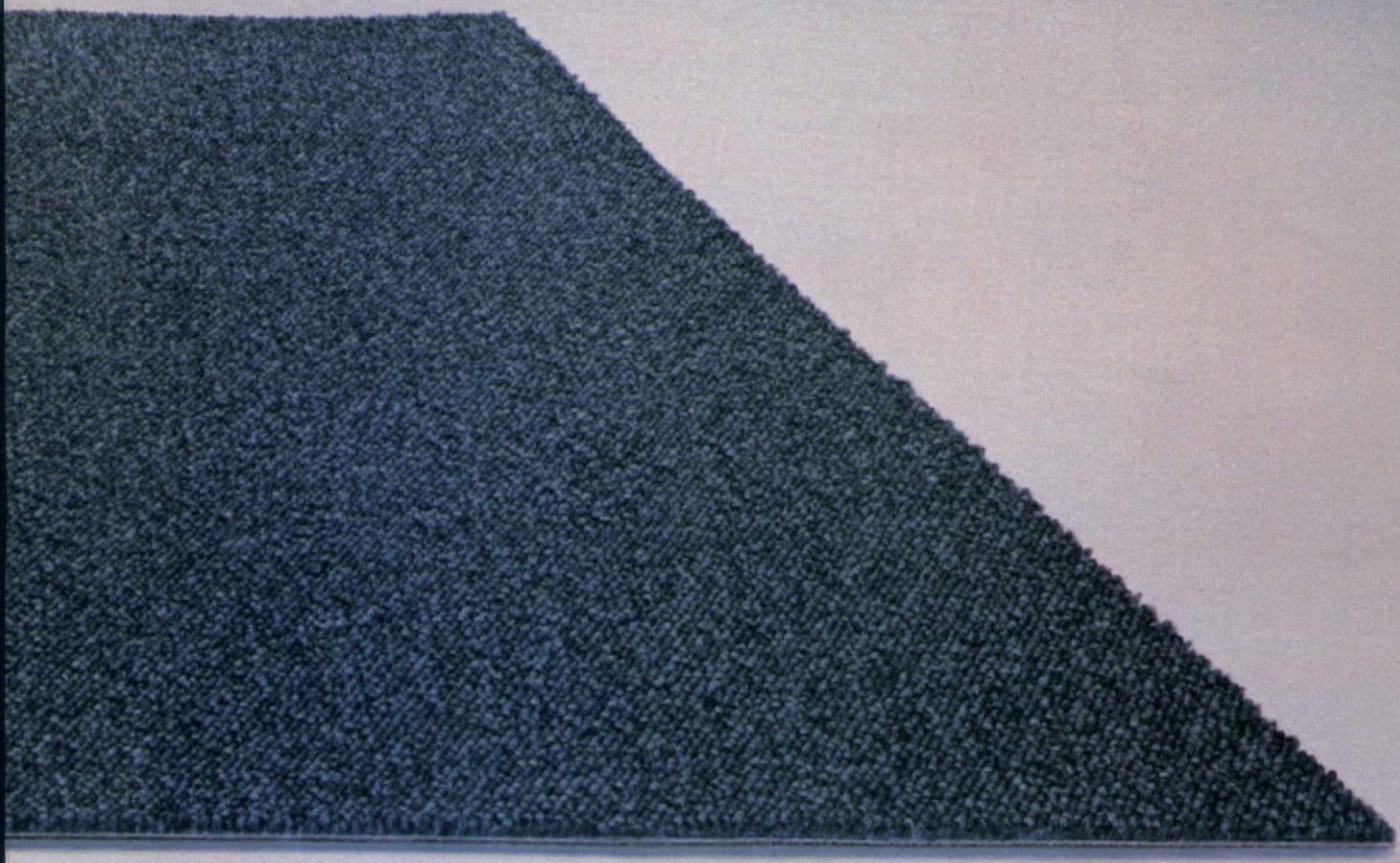


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CAD exhibit space limited at CONTRACT-FDM computer seminar

New York—A limited amount of exhibit space is left for the CONTRACT/ *Facilities Design & Management* Computer-Aided Space Design & Management Seminar, according to managers of the event. Slated for November 8-9, at the Halloran House here, the two-day seminar and workshop program will offer for the first time an exhibit area for suppliers of CAD services and computer software and hardware.

Separate time will be allotted for exhibit visitation throughout the event, which also includes seminars and workshops on the development, operation, and management of computer-aided design programs. Exhibits will enable participants to garner hands-on experience with CAD software and hardware as they learn the benefits of such services in lectures and workshops. For further information contact Justin Lewand, exhibit sales director, at 212/391-9111 or Barbara Dales, registration coordinator, at 212/869-1300.

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New officers, directors elected by CSI

Washington, D.C.—Donald D. Meisel, FCSI, Philadelphia, was elected president-elect of the Construction Specifications Institute (CSI) for 1982-83. He replaces Terry J. Stong, FCSI, CCS, Colorado Springs, Col., who recently assumed the office of Institute president.

Other elected officers include vice presidents L.E. Atkins, FCSI-industry, Charlotte, N.C.; Charles Chief Boyd, FCSI-professional, CCS, Tulsa, Okla.; and Paul Edlund, FCSI-professional, CCS, Eugene, Ore. Raymond R. Rieger, Oak Park, Mich., was re-elected treasurer for a two-year term.

In addition, six members were selected for investiture as Institute Fellows. Installed for achievement in service are W. Calvin Bowne, professional member, New York chapter; Robert P. Brousseau, industry member, Maryland chapter; and Francis J.B. Smith, professional member, San Diego chapter. Recognized for achievement in education is George A. Van Niel, CCS, professional member, Ohio chapter. Selected for achievement in construction specifications are Lee F. Kilbourn, CCS, professional member, Oregon chapter, and Robert W. Johnson, industry member, Colorado chapter.

Industry Foundation of ASID/Texas elects executive committee

Dallas—ASID's Texas Chapter formed a new Industry Foundation executive committee for 1982.

Thomas A. Battles, AIA, was named committee chairman. He is executive vice president, FIBER-SEAL International.

Other elected officers include Betty Hetherwick, Cado Royal Systems, vice president; Jay Henderson, Van Sant, secretary; and Charles Collins, Westgate Fabrics, treasurer.

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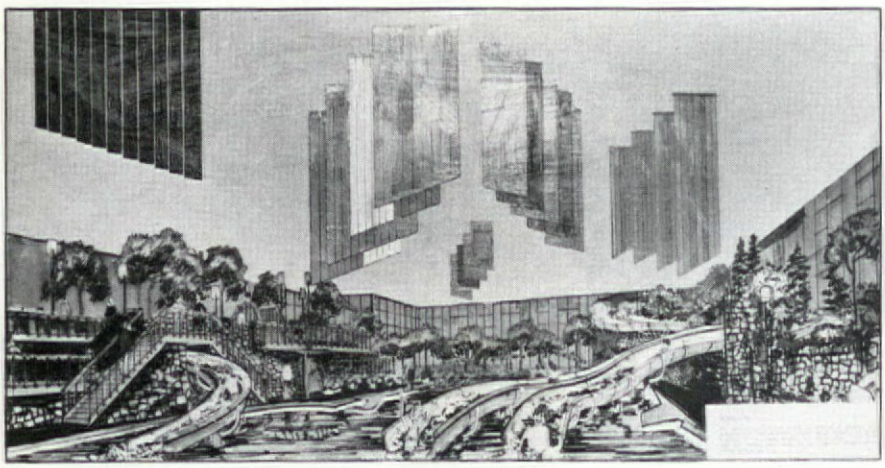
Circle 76

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Contract designs sweep prizes in ASID/Flexalum contest

New York—Contract interiors took center stage in the recent Fourth Annual ASID/Flexalum "Design With Blinds" competition. A professional space planner and two interior design students tackled design challenges found in hospitality settings and swept prizes for most innovative use of 1-in. Decor or vertical blinds.

First prize goes to Dennis Leczinski, ASID, of Claus Heppner & Assoc., Denver. He receives $3,000 for his design of an indoor entertainment and amusement complex in which blinds were used to overcome HVAC problems presented by unusually high ceilings.



First prize winner in the ASID/Flexalum "Design With Blinds" 1982 competition was Dennis Leczinski, ASID, Claus Heppner & Assoc., Denver, for his design of an indoor entertainment and amusement complex featuring Flexalum vertical blinds.

Second prize winner is Patrick Lloyd, student, Virginia Tech, who will be presented with $1,500 for his use of blinds as a backdrop in a disco/nightclub. Third place winner Fuen-Cong Joa, student, Fashion Institute of Technology, is awarded $500 for his renovation of an existing Chicago hotel in which blinds are the focal point of a dining/dancing entertainment area.

Judges for this year's competition were Liz Forgang, *New York Daily News;* John F. Saladino, John Saladino Inc.; Len Corlin, co-publisher/editor, CONTRACT; Martin Allen Zelnik, Panero-Zelnik; Susan P. Zises, Susan Zises Interior Design; John B. Wisner, ASID, John B. Wisner Inc.; David Eugene Bell, Design Multiples; Maurice Weir, FASID, Maurice Weir Assoc.; Ellen Lehman McClusky, Ellen L. McClusky Assoc. Contest advisor was Lloyd Bell, FASID.

Awards will be presented by Jerry Fuchs, president, Hunter Douglas, Window Products division, event sponsor, at the ASID National Conference in San Francisco.



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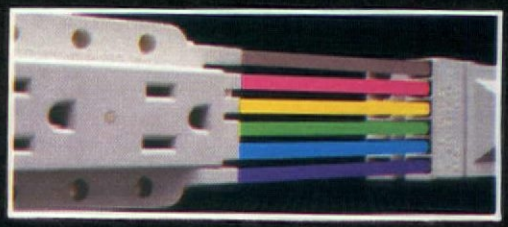
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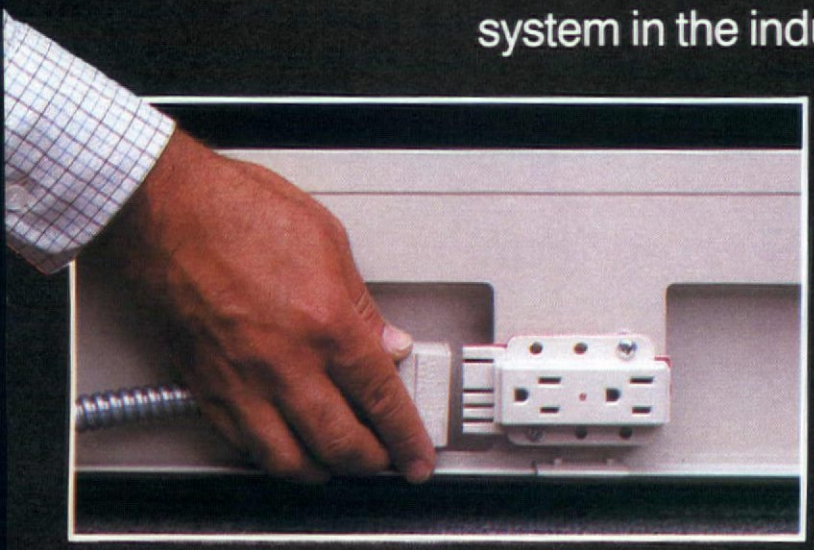
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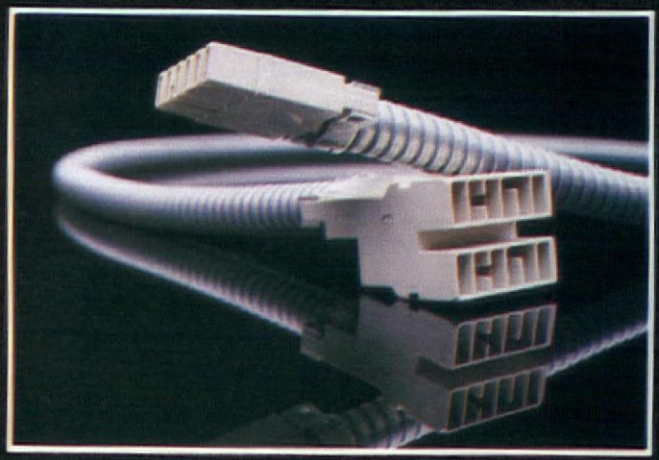
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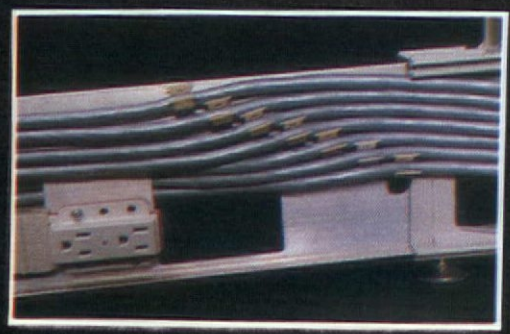
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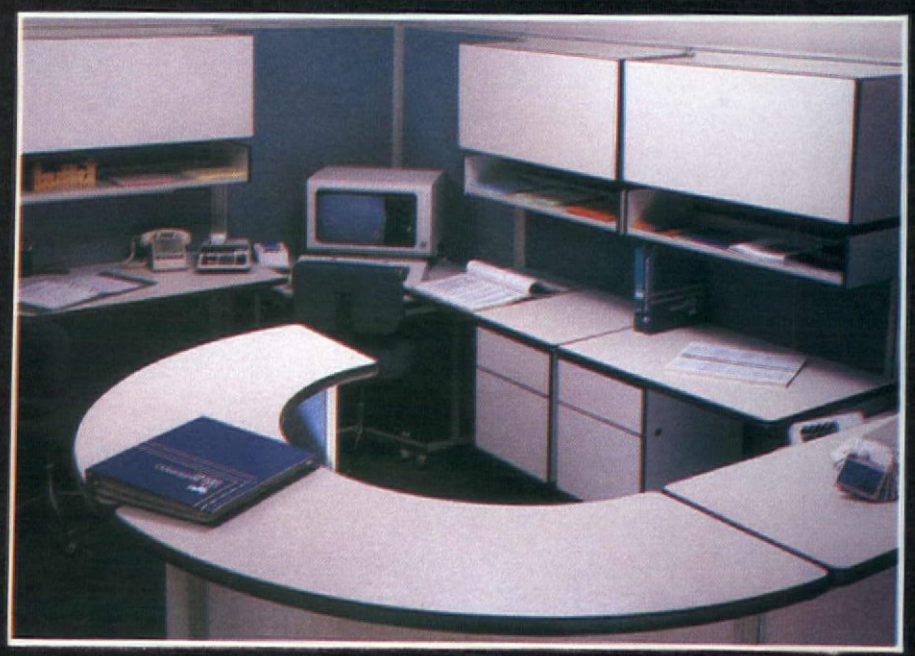
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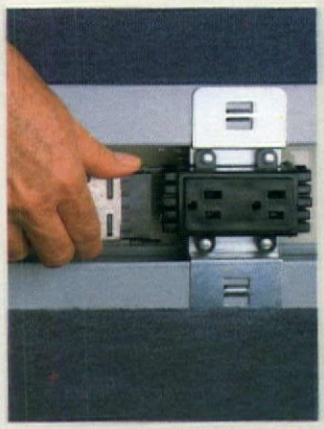
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As the world's leading manufacturer of electrical and electronic connection devices, AMP has always been at the forefront in the development of new products. The AMP PANEL-PAK connector is an outstanding example of the company's massive investment in research and development. Not only is it more widely used than any other connector system but it also is the sole method of its kind that's both U.L. component recognized and CSA certified.

Until the AMP PANEL-PAK connector became available, office wiring in work areas meant high-cost, labor-intensive methods to install or change wiring systems.



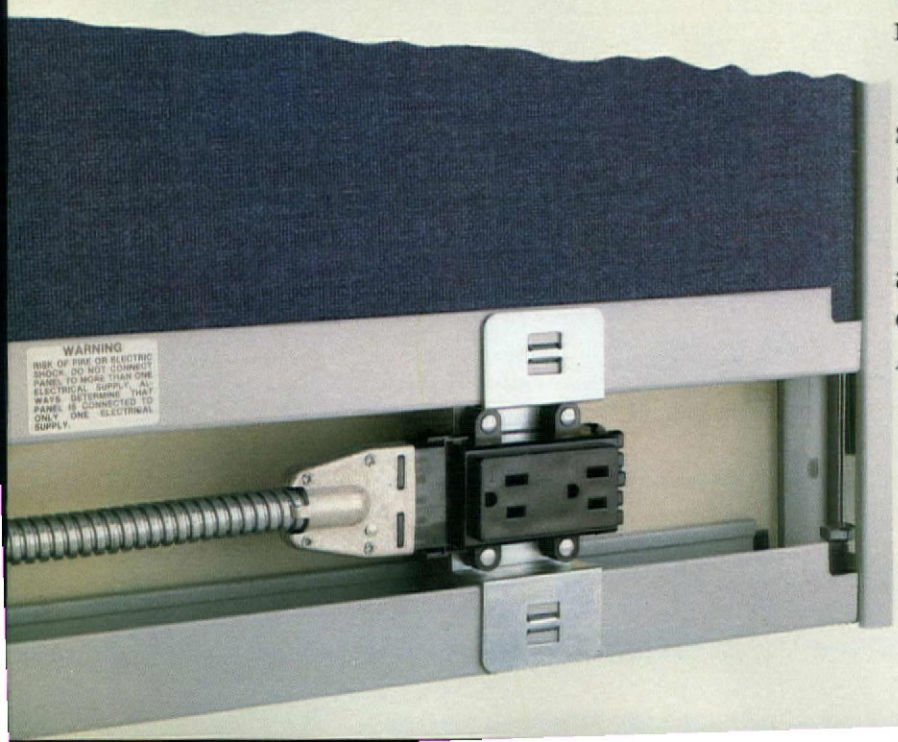


The AMP PANEL-PAK connector offers greater flexibility, too.

Panels and modular components can now be moved quickly and easily. With the AMP PANEL-PAK connector, the self-contained electrical systems move with them.

When the panels are rejoined, the system is ready to go. It's as simple as that.

You don't have to recommend all-new office panels and components in order to achieve the benefits of the AMP PANEL-PAK connector. Present



AMP.



equipment can be retrofitted. Receptacles are available in contemporary colors to match virtually all panel decors.

New systems for the future

AMP hasn't stopped here. Soon, a more advanced, second generation of AMP PANEL-PAK connectors will be available. This system will include the ultimate in wiring flexibility.

This is a direct result of how AMP's investment in research, development and engineering—$111 million in 1981—pays off in maintaining our leadership in connection devices such as this, as well as providing tremendous benefits to our customers.

Circle 21 on reader service card

For more information about AMP PANEL-PAK connectors, contact Tom Spadaro, AMP Special Industries, P.O. Box 1776, Paoli, PA 19301. (215) 647-1000, Ext. 300.

AMP means productivity.

AMP SPECIAL INDUSTRIES

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GSA/Supply realignment aims to improve service, reduce distribution costs

Washington, D.C.—Faster service and lower distribution costs are primary goals of a complete realignment of the General Service Administration's (GSA) supply distribution arm. Targeted for completion by October, 1983, the move is expected to save approximately $14 million annually, according to GSA administrator Gerald P. Carmen.

"GSA will consolidate its supply distribution operations into eight full-service depots and 23 retail service centers," he explains. "The consolidation will reduce the amount of space now used by more than 5 million sq. ft. In addition, commercial products and commercial distribution systems will be used to a much greater degree."

Retail service centers will be located in areas of heavy federal employment. Customers will be able to fill orders directly from storage bins, or to phone in or mail orders for later delivery.

"We intend to modernize centers with computerized cash registers and inventory controls, thereby quickly meeting growing demands of agencies such as the Department of Defense and other government service organizations," adds Carmen. "Our goal is a 24-hour turnaround on mail and phone orders."

Plans also call for closing of Raritan, N.J., Shelby, Ohio, and Hawaii, depots. Eight full-service centers will now fill needs in or nearby those areas.

Says Carmen, "The change in the system will require a minimal outlay of funds, but will put goods closer to the customers with greatest demand."



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Contemporary Specialized Office Furniture

Now! Brand new accessories to the Communication Station line bring a concept totally new to freestanding computer support furniture. Paper Management and Security Storage which features: ■ An upper level shelf unit that adds 40% more useful horizontal surface. ■ See through—pass through—*OR* add a Tackable Panel. ■ Attachments that organize computer and word processing paper. ■ A Security Storage Compartment (with lock) that holds floppy disc tubs—tape reel racks—disc drives or CPU's. Plus a lot more. Write for the details. Sold by office products dealers everywhere.

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Circle 22 on reader service card

600 manufacturers display products at growing Seattle market

Seattle—More than 600 manufacturers were represented in the Design Center Northwest's 36 showrooms during the recent Presentations Northwest '82 market here. In addition, a number of existing showrooms were completely revamped for the event.

Market attendance was recorded at four times that of previous years. Designers and architects from Oregon, Washington, Idaho, California, and Canada were among those registered.

Six seminar programs were offered during the four-day market. Topics included solar energy, lighting, legal aspects of the design profession, and color psychology. One popular presentation was an exhibit of color forecasts for 1982-'84, given by Shirley LaFollett, NWSID.

Carpet installation earns sales manager Mexican holiday

Williamsburg, Va.—Robert J. MacIver, Virginia territory manager, J & J Carpet Corp., will travel to Acapulco, Mexico as the guest of Badische Corp. MacIver was awarded the trip for this sale of J & J's Commercialon 4600 carpet, made of Zefran Superblend CR-4 yarn, to the Virginia Supreme Court building and Attorney General's office.



Patterns of Thought.

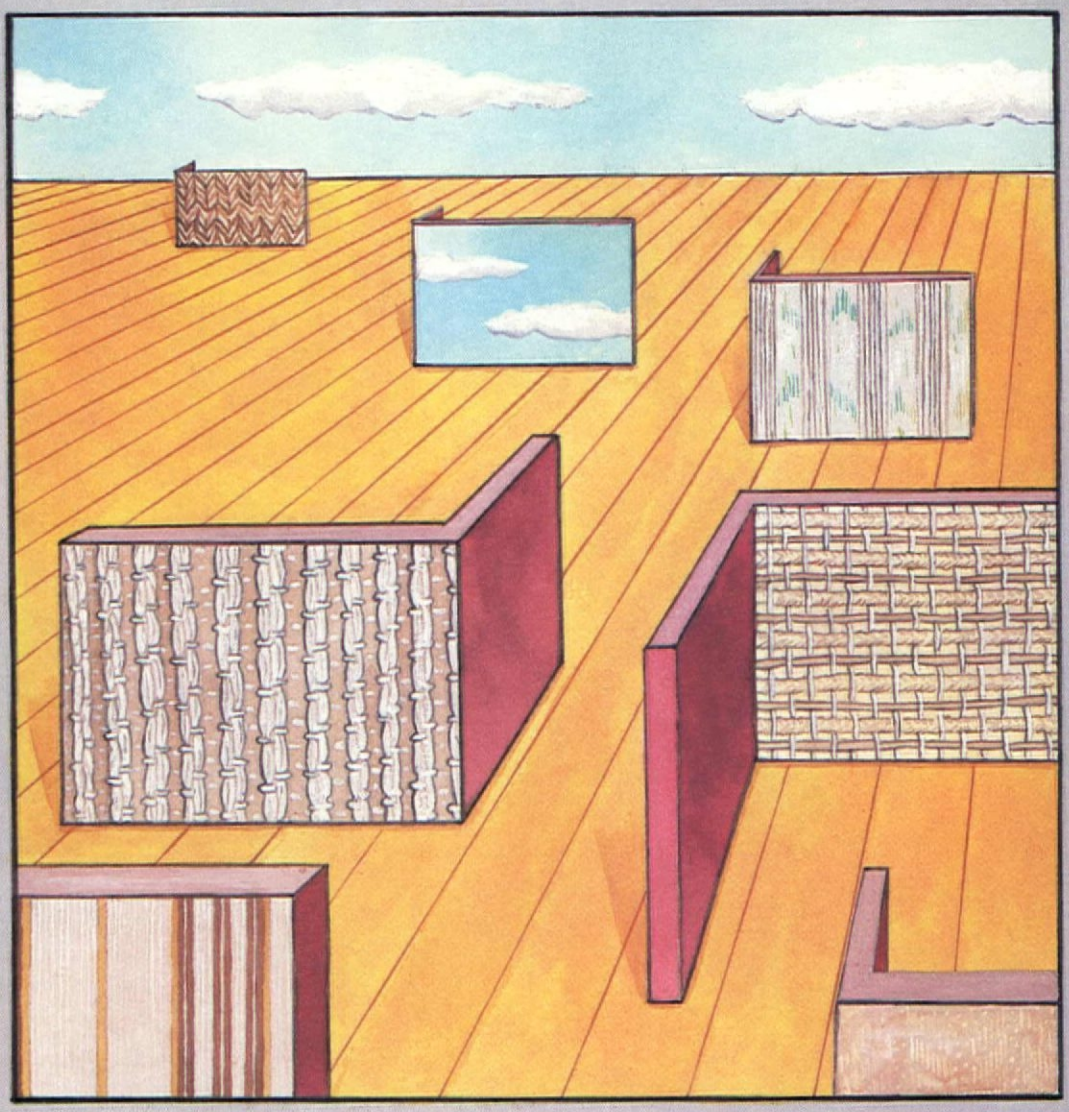
Gardco announces Focus One, and redefines excellence in interior lighting. Extruded aluminum fluorescent luminaires, yes, but rethought in terms of fine detail and large possibility. The detailing delights, and from a near-infinity of choice—sizes, shapes, lengths, directions, mountings, suspensions, connections and finishes—arises a plurality of patterns that thoughtful designers welcome and exploit. Gardco Lighting, 2661 Alvarado Street, San Leandro, California 94577. 800/227-0758 (In California 415/357-6900).

Gardco Lighting

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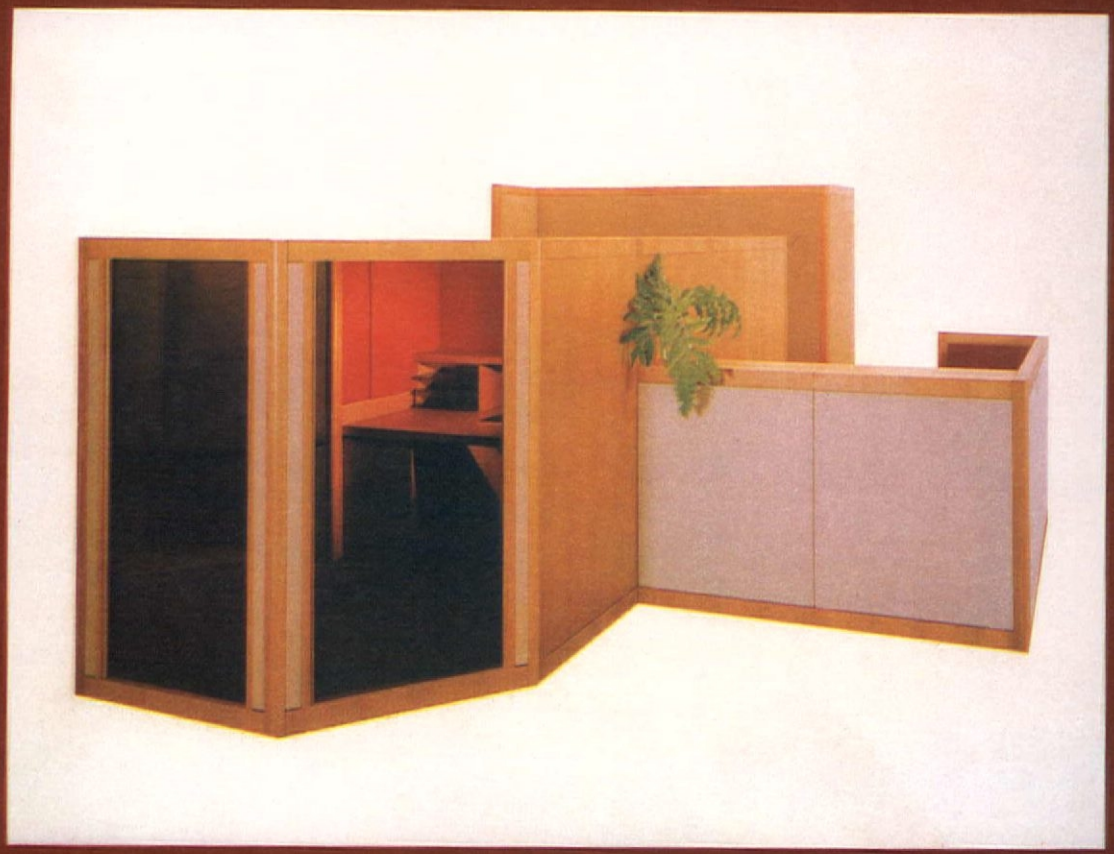
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MatrixSystem

Lunstead

Lunstead MatrixSystem—A furniture approach to open plan, designed for the accommodation of data processing equipment. Available in three heights, with or without electrical hard wiring, MatrixSystem is now in production on a 10 week delivery schedule. Please contact factory or your local representative for more information on this competitively priced system.



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Chicago Showroom: 1167 Merchandise Mart / Chicago, Illinois 60654 / (312) 670-2140
San Francisco Showroom: Pioneer Square / 555 Deharo Street / San Francisco, California 94107 / (415) 861-1441
Contact factory for your area representative

Circle 25 on reader service card

Contract emphasis by key exhibitors at 16th annual Scandinavian Fair



The 200 Series continuous seating system is modular and features seats, benches, tables, corner connecting tables and frame components. From **Kinetics,** all allow design of unlimited seating configurations.
Circle No. 297.

Increased interest in contract market potential was expressed by key exhibitors at the 1982 Scandinavian Furniture Fair, many of whom are upscaling their institutional product introductions to reach quality-minded American specifiers.

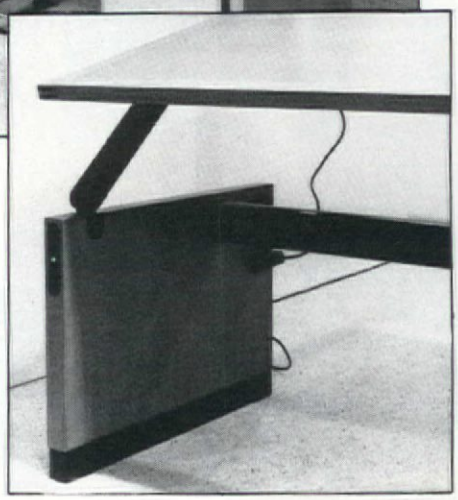
In face of a widespread depressed European economy, manufacturers here are turning to more fertile U.S. soil, mindful of the marketing complexities behind overseas export.

Whether working through established exporters, or representatives in the States—like HUJU/Chicago, which handles Finnish lines, or ICF, New York—Scandinavian contract manufacturers are sharpening their merchandising savvy to make their products more appealing and affordable to

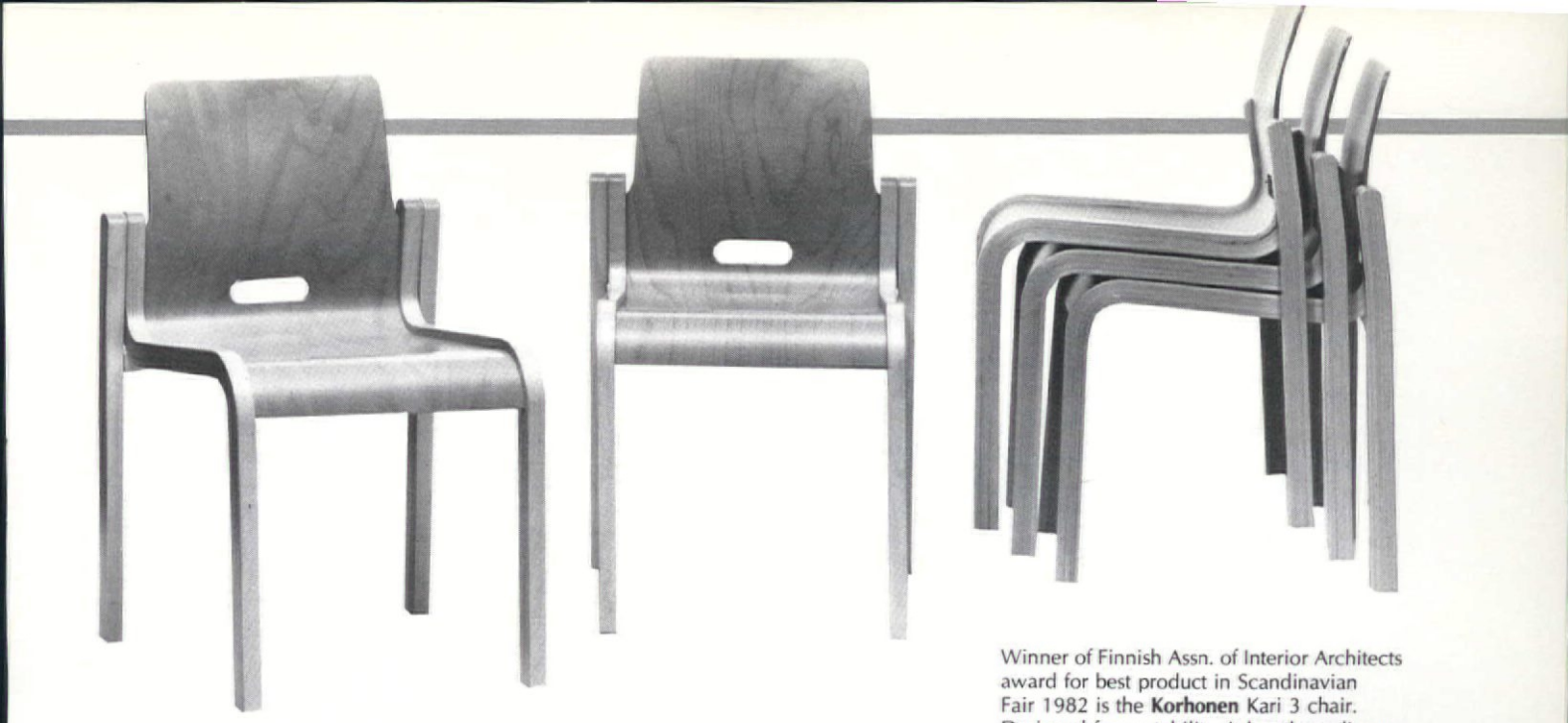




Munch Mobler Multi-Table is a desk/work table with easy adjustment of height and angles, meeting many demands for working positions. Simple switch in leg support activates movement of table for various angles. Available in oak and mahogany with black metal adjustment system.
Circle No. 300.



The "Stand-up" table by Rud Thygesen and John Sorensen for **Magnus Olesen** is produced in beech with lineoleum top. Has a second shelf and curved legs.
Circle No. 299.



Winner of Finnish Assn. of Interior Architects award for best product in Scandinavian Fair 1982 is the **Korhonen** Kari 3 chair. Designed for portability, it has three-dimensional folding feature and legs made of birch. Chairs can be stacked. **Circle No. 304.**

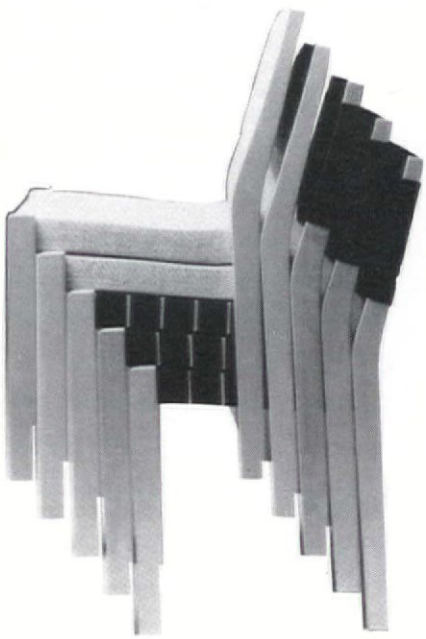
buyers in the States. More, several prime contract exhibitors at this year's Fair participated in NEOCON—some for the first time.

Computer support furniture, greater stress on systems rather than free-standing furniture, and overall continued quality craftsmanship keyed to ergonomic needs were notable features of this year's Copenhagen market.

Spokesmen for contract suppliers and furniture associations for each of the Scandinavian countries indicate mounting support for export programs to the U.S.

In Denmark, where a 37 percent increase in exports to the States occurred between 1980 and '81, the largest part of production continues to be in popular storage systems, followed by seating.

Notes Jan Kjer Andersen of the Danish Furniture Manufacturers Association, "An increasing number of products are being sold to the contract market, due to its image of economic stability and volume sales." Andersen's association is offering a seminar to members in the near future on, "The Door



Artek's stackable row chair has seat available in plywood or upholstery and is made of birch. Designed by Alvar Aalto. **Circle No. 305.**





Splitback seating combines comfort with esthetics in new **HAG** line. Contoured adjustable back support cushion can be arranged for proper healthcare/patient needs. Upholstery is removable and interchangeable. Comes with Norwegian beechwood laminate frame in lowback/highback models. **Circle No. 303.**

New program of armchairs from **Gote-Mobler** features traditional leather. Available with high- or low-backs and option of five-star base. **Circle No. 306.**

Quality woods, craftsmanship continue tradition

Ajar to the Contract Market." Presentations will be delivered by regional reps of the association, one of whom is based in the States.

Reflecting this spirited Danish trend is LaBofa's report that it has doubled contract sales to U.S. dealers in the past three years. Reports Hans Nielsin of LaBofa, "We plan to set up some U.S. production in the next year and our goal is to increase U.S. trade by 40 percent in 1982."

Photos were unavailable at presstime of the redesigned Labomatic Chair by Alan Rudd, to be marketed in the States as the "Cyborg" line. Instead, depicted in coverage is the stackable sidechair with metal frame.

More attention to modular systems design is evident in introductions from these Danish firms: Kinetics, seating system, and the desk/table by Munch Mobler with coordinating side pieces. Magnus Olesen reinterprets its popular stool design in the form of a "Standup" table by designers Rud Thygesen and John Sorensen.

Perfecting for U.S. market

Westnofa, a Norwegian firm whose name signifies "West Norway Factories," is perfecting its Lamironda curvilinear banquette seating for U.S. buyers.

Notes Jim V. Hockberger, national sales manager, "We are selling this peice FOB Chicago as well as direct. U.S. buyers have to realize that it isn't that difficult—or costly—to import from Scandinavia." He observes that the biggest obstacle to overcome in the U.S. is underexposure of product.

Westnofa currently represents seven factories in the States and was at NEOCON for the first time this year where it premiered Laminova—a table/chair series.

Another Norwegian firm making introductions at NEOCON is HAG which featured its "Splitback" chair, shown here. It is geared to healthcare use and features high- or low-back with back and neck pillow support.

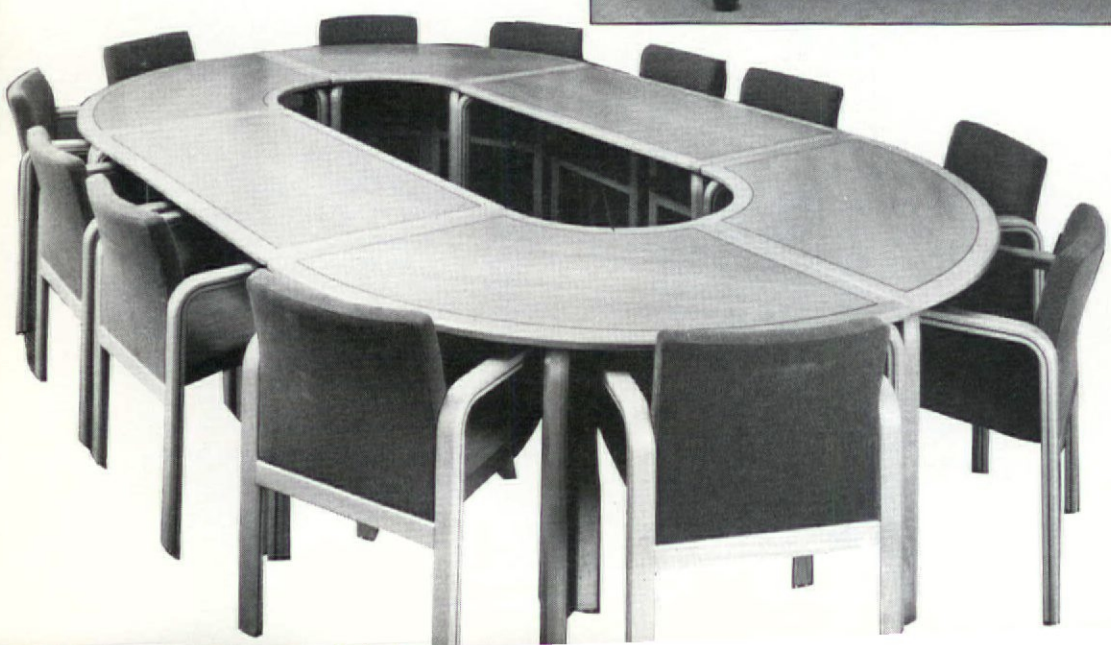
Gote Mobler and Vestre, two other Norwegian companies, showed seating lines; traditional leather armchairs from Gote Mobler and outdoor tubular benches from Vestre.

The American market is termed, "the best," by Ake Tjeder, managing director



New site seating bench from **Vestre** comes in various colors with stackable, tubular steel design. **Circle No. 307.**





Ergonomic systems workstation from **Martela** features VDT table flexibly connected to the desk. All surfaces are adjustable in height. Vector chair has synchronized seat and back adjustment for varying work positions. **Circle No. 295.**

Light colored beechwood characterizes Contrast series produced by **Skandi-form.** Tables are designed to work in variety of combinations, shown here in conference format. Available with coordinating chairs, desks, and cabinets. **Circle No. 301.**



Finnish birch, plastic laminate and birch-veneered chipboard are components of **Jysky** children's furniture designed for use in schools, hospitals, libraries, and other applications. **Circle No. 302.**

for Artek. The Finnish firm deals through ICF, New York and specializes in the designs of Alvar Aalto. The birch stackable row chair is shown in this coverage. He notes that greater adventurousness among young American space designers has led to a strong reception for Aalto's products in this country.

Several other Finnish firms are keying introductions to the American market and some have made previews at NEOCON this year. A few representative products shown at the Fair (out of 41 Finnish exhibitors) are featured here. These include Martela's VDT table and Vector chair, Jysky's children's line and Korhonen's Kari 3 chair.

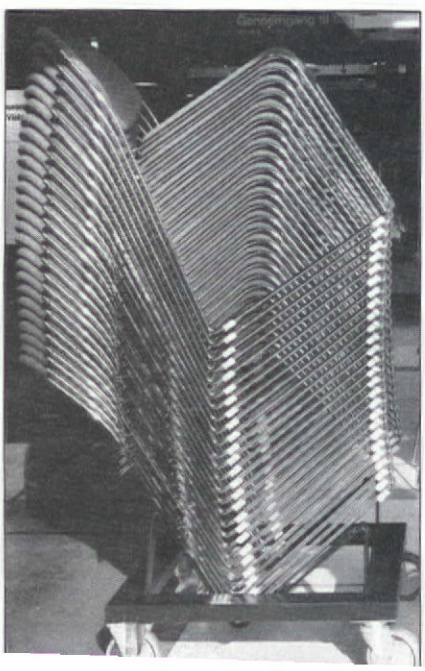
A full report of burgeoning Finnish contract production is slated for a future issue of CONTRACT.

Export structure

In other countries, penetration of the American contract sphere is being carefully planned. Notes Nils Persson, director, Swedish Furniture Manufacturers Association, "For all furnishings, Sweden's exports to the States are up a third in two years' time. Yet, the American *contract* market requires caution and education in price options and available quality before we can really capitalize on it."

Swedish contract participants at the Fair include Skandi-Form, which showed its Contrast series for office and conference environments. Other firms whose product photos were not available for publication include Dux, which previewed the Focus 90 seating line for contract and modified the Avanti system for hotel and boutique applications. □





Lamirondo is a new introduction made by **Westnofa** and has curvilinear styling in modular banquettes. Suited to public seating and restaurant use. **Circle No. 298.**

Stackable sidechair from **LaBofa** comes in wide range of colors with metal frames. **Circle No. 296.**

Our new look.

OPTION ONE



1982 marks the 40th anniversary since the development of Amstore's first office partitions. 1982 also brings you a new look to dividing space with updated Option One panels. The new look has tight and trim seams, giving a clean look to your office. Some of the advantages are easy installation, class A fire rating, and acoustic and non-acoustic versions. Come and see how Amstore is dividing space in our new Option One showroom in the Merchandise Mart, space 864.

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Mohawk brings carpet to light.

Light reflectance is now a factor in carpet.

LRF stands for Light Reflectance Factor. Simply put, LRF measures a carpet's ability to reflect light.

It can mean more productive, more energy-efficient commercial environments.

Let Mohawk show you how.

Mohawk—The leader in LRF commercial carpets.

We've given virtually every Mohawk commercial carpet an LRF rating. Our latest fabric additions mirror the growing emphasis on light reflectance. We can show you all the exciting possibilities—and the proven applications—of LRF technology as no one else can.

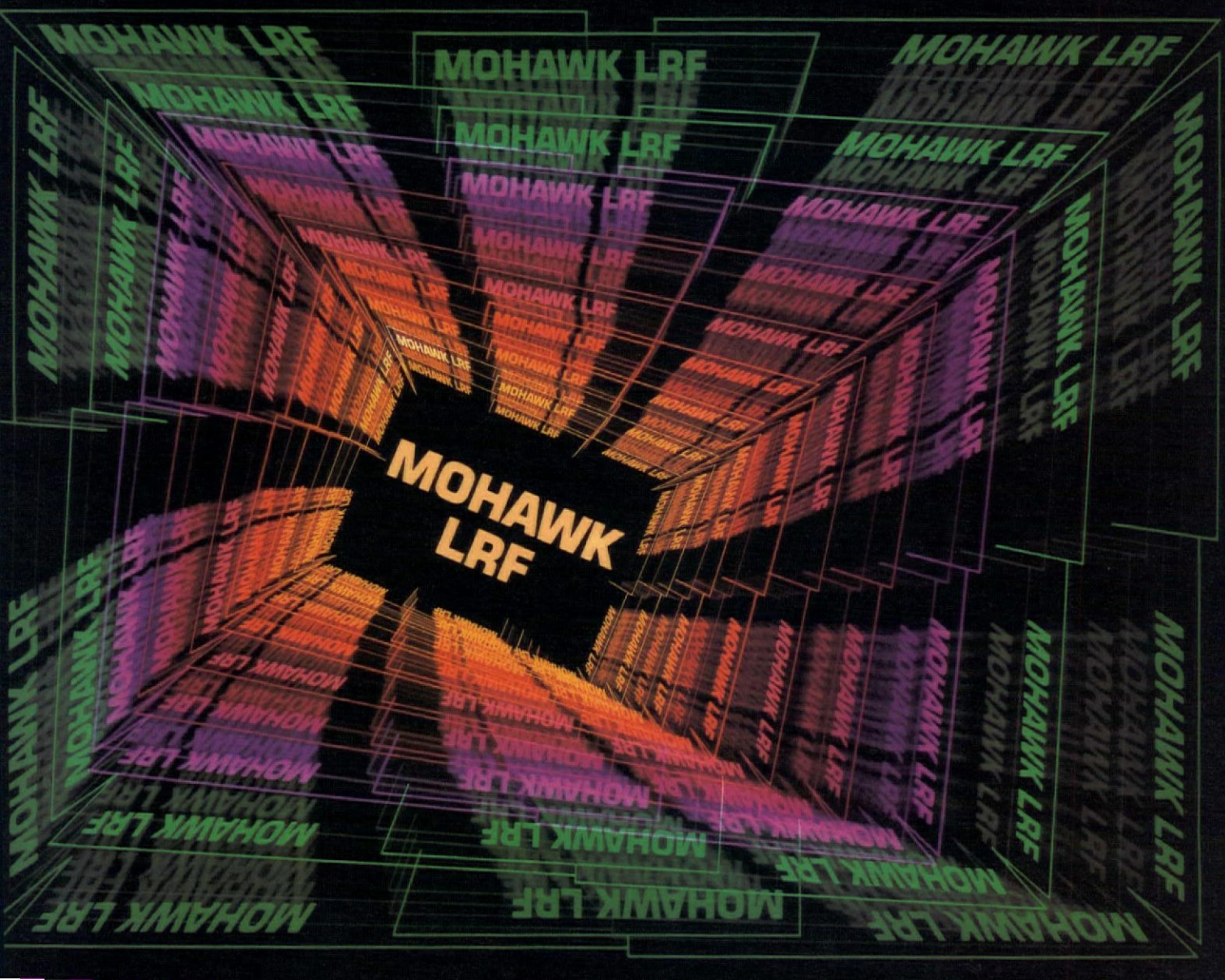
Contact your local Mohawk representative today and talk to the experts. Get the facts on Mohawk LRF rated carpet.

You'll see just how bright the future can be.



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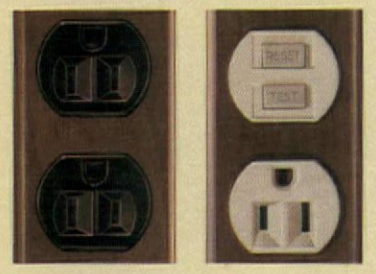




SQUARE-Duct Posts match any decor as well as all your power/communications needs.

The Designer Group of SQUARE-Duct® Posts comes in a large selection of both stock and special colors. So you're sure to find the color to fit any decor. Plus, you get more features and options to meet present and future power/communications requirements.

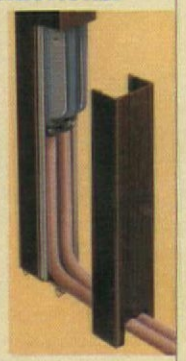
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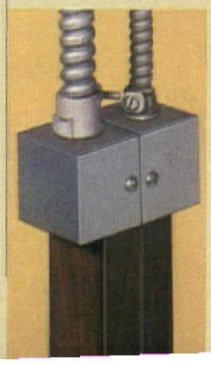
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GET SINGLE OR DOUBLE JUNCTION BOXES.



The Designer Group's power junction box works with all common types of hard and modular wiring. When building codes specify hard wiring for telephone cables, a double junction box can be installed for separate power/communications wiring.

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We have developed InterScape to be everything an interiors system should be—flexible, accommodating and classically rendered in the grand traditions of care and craftsmanship.

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Gunlocke One in a series of letters on doing things right.

At Gunlocke, we've strengthened our commitment to develop products that are responsive to the needs of designers of today's workspaces. Ours is an attitude that encourages a harmonious balance of responsive design, value and service.

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CONTRACT QUOTES

OVERSEAS DESIGN MUST ANTICIPATE U.S. TRENDS



Juha Ihalainen
Export Manager
Martela Oy
Helsinki, Finland

"The best possibilities for success in the U.S. marketplace exist for computer support manufacturers in Finland. Workstation components are proliferating and systems use is more widespread as VDT stations become a natural element in the workplace. More Finnish designers are trying to anticipate technological change and correct workstation design."

FAIRS INCREASE INTERNATIONAL CONTACTS



Ake T. Tjeder
Managing Dir.
Artek
Helsinki, Finland

"The Scandinavian Furniture Fair is the most important trade show for Finnish manufacturers. It enables us to reach new export clients, including America, where we have already established a base of importers and representatives. As younger American designers become more adventurous, they will find a greater appeal in foreign product design."

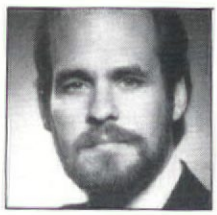
FOREIGN SHOWS PROVE WORTH



George Schutt
Director
Danish Furn. Mfrs. Assn.
Copenhagen, Denmark

"As publicity director for the Scandinavian Fair, I noted that the same number of companies attended this year as last year, but were represented by fewer attendees. We expanded our international section to include 64 exhibitors this year and the traffic throughout that hall was healthy. Overall, the show proved its value in the European marketplace."

LIGHTING CHANGES FOR VDT USE



James Nuckolls
President
Incorporated Consultants Ltd.
New York—

"In 1974, all interior design lighting standards became subjects of question. Professional illumination engineering societies differed in opinion at the time on methods of testing and designing lighting. Now, VDTs pose their own questions with effects of specularity and veiling glare. Awareness of market-level products, such as contrast enhancement filters, fenestrations, and various lenses or parabolics can help the designer navigate a maze of lighting problems such as terminal operator eye fatigue, stress caused by unbalanced environmental lighting, and productivity losses which come from frequent need for breaks."

CRITICS' VIEW LACKING IN DESIGN



Bob Becker
Vice Pres, Design
Helikon Furniture Co.
Taftville, CT—

"In an industry that has so much impact on the working lives of so many people, why have we no critical evaluation of professional design such as exists in architecture and other art fields? We read criticisms, reviews, and commentaries on new products and ideas in all these areas, but contract furnishings and interiors primarily appear in print in a favorable light. An open forum for criticism and praise could encourage comments and stimulate ideas."

CONSERVATISM REFLECTED IN DESIGN



Paul Steinfeld
President
Contract Seating Div.
Shelby Williams Inds.
Morristown, Tenn.—

"Our country's shift towards conservatism has led to a traditional trend in seating design. Rich veneers on deep wood tones add style and charm to interiors. There is a movement away from the sterile, contemporary, high-tech mode. Glamourous living and dining styles are expressed by now-popular bentwood classics, such as chairs used in the cafes of Paris and Vienna."

HALOGEN LAMPS SUIT OPEN PLAN

Anne Kapner
Dir., Lighting Sales
Atelier Int'l Lighting
New York, N.Y.

"The use of halogen light in corporate interiors allows designers to show off space plans along with the furnishings and accessories they specify for these corporate interiors to maximum advantage with pure color rendition. Open plan settings receive particular benefits from halogen lamps. These fixtures provide high wattage yet use a small bulb contained within a space-saving fixture."

We Put Something Into Our Desk Sets Nobody Else Can Offer.

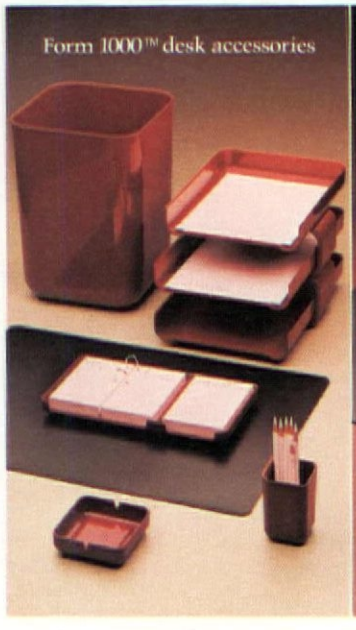


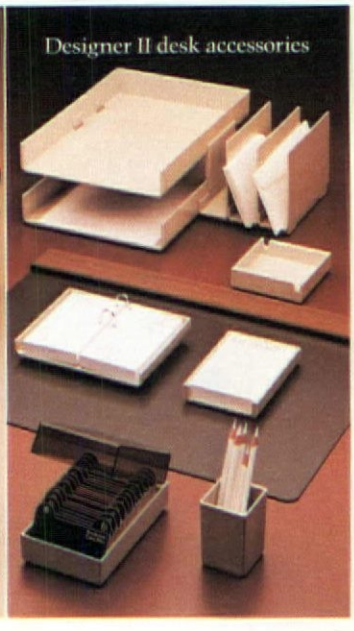
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And Rubbermaid style is just as obvious in the simple sharp lines of our Designer II collection. The desk set that combines beauty of form with efficiency of function. Designer II colors are just right for today's office interiors. And the sleek strength of seamless construction assures a long life.

For more information simply contact your Rubbermaid representative, or call us toll free at (800) 336-7306. And next time you specify desk accessories, look for the one word that says it all. Rubbermaid.

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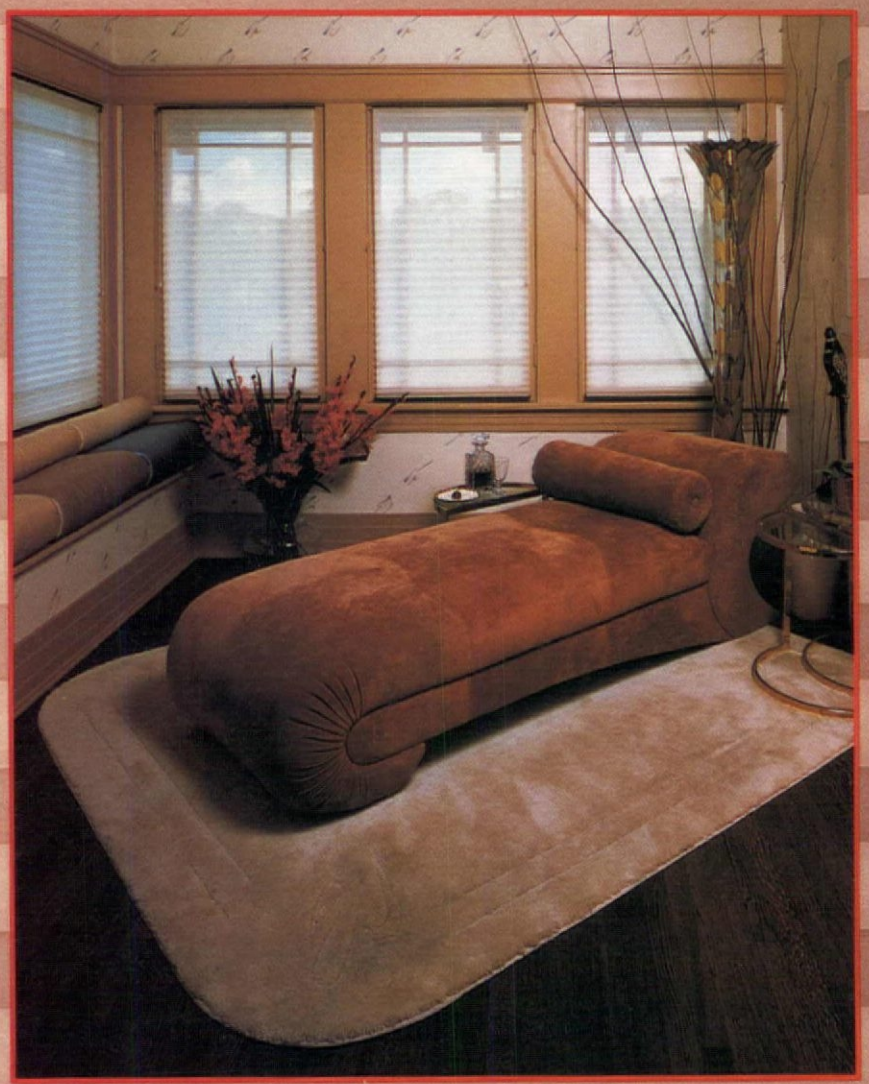
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Houston 713/522 7820
New York 914/738 6281

Representatives
Ottawa 613/235 7177
Vancouver 604/731 7517
Winnipeg 204/956 2230

Representatives
Baltimore 301/276 4755
Boston 617/568 1789
Denver 303/978 9823
Detroit 313/885 6202
Los Angeles 213/738 7804
Phoenix 602/264 2234

Circle 32 on reader service card



SOFTLIGHT SHADES™

Decorate with a shade of difference. With Softlight Shades you do more than decorate. You illuminate rooms in a whole new way—by softening light, diffusing it, even screening it with a Solarized version that eclipses sun's heat and glare by 87%.

Softlight's crisply pleated, woven polyester fabrics are perfect for virtually every application. They range from softly transparent to completely opaque . . . from versatile neutrals to the good earth tones. Use them singly or in combination with other window treatments. The design possibilities are endless. For details, dial Del Mar toll free at (800) 854-6436 and ask for the "Commercial Desk."

del mar
window coverings

Circle 33 on reader service card



The Edge on Privacy

Group 600 Acoustical Panels –
soft-edged design, sharp-edged performance.
Now with electrified base to match form with function. Part of our complete line of acoustical panels, wood desks, and open office systems.

See the Group 600 Acoustical Panel at our Chicago showroom, Suite 929, Merchandise Mart. Or contact: Conwed Corporation, Interior Products Division, 444 Cedar St., P.O. Box 43237, St. Paul, MN 55164.

CONWED

innovative products for better interior environments

Circle 109 on reader service card

Ergonomic adjustment eases operator strain in VDT use



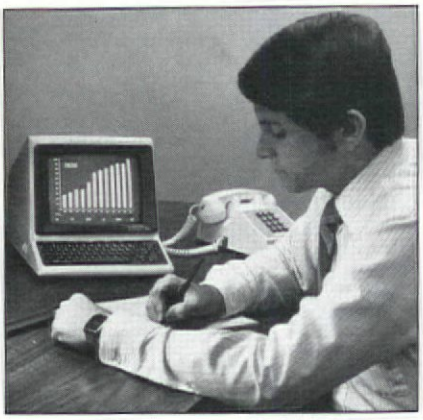
Electrical adjustment of keyboard and screen height in this VDT stand gives operator maximum control and comfort in operation. Adjustments reduce strain and glare. Height variations allow more than one shift to use equipment. Data Furniture Inc. offers the system with complementing work tables and files. Integration into a modular total workstation is also an option. **Circle No. 251.**

Dimmer handles 6,000 watts without overload



"On the road" dimmer offers six individually-fused channels which accommodate 6,000 watts of power without unit overload. All input power lines are protected by a magnetic circuit breaker; LED light monitors channel functions. For a full lampload, each line cord must be plugged into a separate outlet from an individual circuit breaker. When lampload is reduced, unit operates from standard 15-20A outlets. Dimmer pack is available with a variety of remote options; filtered outputs, carrying handle, and status indicator light are standard features offered by Electronic Designers Inc. **Circle No. 368.**

Simplifying data access with one-button terminal control



One-button information system eases access to assembly instructions, inventory data, and shipping requirements in industrial environments. Called Scanset, system is offered by Tymshare with automatic computer log-in, built-in modem, automatic phone dialer, and printer hook-up. Six multi-function programmable keys are monitored by the user or host computer. Up to 12 user-defined tasks can be assigned, enabling access to a range of frequently needed data bases. **Circle No. 369.**

Applicon designs CAD/CAM system for upgrade, change with growth



Modular 16- and 32-bit CAD/CAM systems incorporate both new hardware and software in Series 4000 from Applicon. Included are three Graphics Processing Facilities (GPFs) and two ergonomically designed workstations. Two GPFs are based on a 16-bit PDP-11/34 minicomputer from Digital Equipment Corp. (DEC). The other is based on DEC's 32-bit VAX-11/751 and includes the VMS operating system and virtual memory architecture for efficient storage and fast retrieval of database information. Built around the DEC operating system, a Graphics Application System supports concurrent 2D and 3D graphics generation and manipulation. In addition, the series contains more than 100 specialized applications software packages which facilitate a range of product development and manufacturing tasks. Distributed Graphics Network (DGN) allows users to establish graphics information networks within organizations. A database management capability helps users create and maintain an engineering database to link multi-disciplinary activities. Applicon Graphics Language is also included to provide users wtih programming capabilities.
Circle No. 257.

4,000 card holders possible with microcomputer security system



TAC-100 security access system from Racal-Vikonics monitors up to 4,000 card holders and 32 access points through a microcomputer-operated memory. Smoke, fire, and intruder alarms are also controlled by this system. Designed for small office or building complexes, it is offered flush-, surface-, post-, or pedestal-mounted.
Circle No. 370.

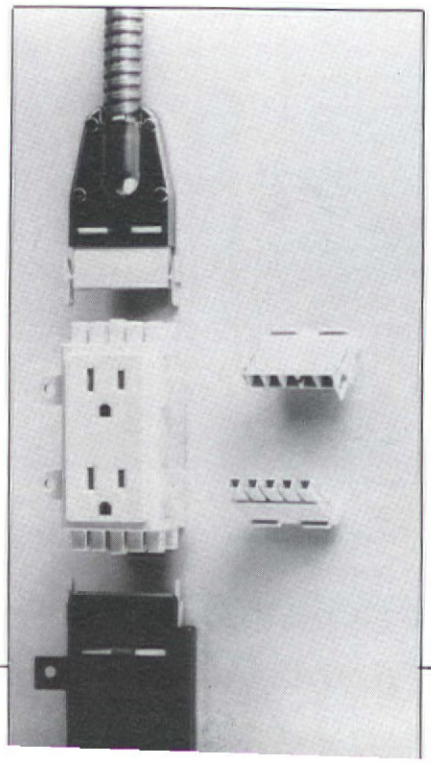
Microfilming now controlled by computer



Microcomputers now control both microfilming and retrieval of information in the microfilm process, using efficiency of machine intelligence for productivity benefits. Recordak Reliant 750 microfilmer and Kodak IMT microimage terminal can be controlled by internal, programmable microcomputers.
Circle No. 256.

Panel-Pak powers plugs on-site

AMP Industries' Panel-Pak system features pluggable power distribution for interpanel connections on-site. Each pack accommodates up to 13 duplex receptacles per power line, reducing the need for individual power sources. It also provides for tapping off of energy-saving task lighting, as well as a separate line for stand-alone data processing terminals. System is UL-listed and CSA certified. **Circle No. 258.**





*DuPont registered trademark.
DuPont makes fibers, not carpets.



Beautiful today. Beautiful tomorrow.

No wonder Du Pont Antron® is the most specified commercial carpet fiber in America.

More designers specify Antron* nylon than any other commercial carpet fiber for two persuasive reasons: because Antron* offers complete design flexibility with more styles and colors than any other commercial nylon fiber and because Antron* wears so well.

Antron* nylon is engineered for high performance in commercial installations. It provides excellent soil resistance, built-in static protection, and appearance retention – under a wide variety of traffic conditions.

The carpeting in the new Texas Commerce Bank Quorum, Dallas, is made of Antron* XL, Du Pont's newest and best-performing commercial carpet fiber. Because the tellers' area is subjected to a constant stream of traffic, the carpeting has to stand up to a lot of abuse.

Antron* XL can take that kind of abuse. Antron* XL features extra-large filaments for extra-long resistance to soiling and crushing. Because of the large filaments, carpets of Antron* XL have 25% to 30% less surface area to attract and trap dirt. The result: carpets of Antron* XL require less frequent maintenance to retain their original good looks.

Specify Du Pont Antron* for commercial carpets that will offer a lasting complement to your design.

Interior design by Hellmuth, Obata & Kassabaum, Inc., Dallas.
Carpet supplied and installed by Carpet Services, Inc., Dallas.

DU PONT ANTRON.* COMMERCIAL CARPET FIBERS ENGINEERED FOR PERFORMANCE.

DU PONT

REG. U.S. PAT. & TM. OFF.

Circle 35 on reader service card

Problem

Design an energy efficient lighting system for the open office.

Solution

The Inlite® System from Sterner.

Most open office plans are fairly typical: lighting requirements vary from workstation to workstation, panel heights are of various sizes, and the entire system must be flexible to meet changing needs.

Inlite®, the indirect ambient lighting system from Sterner, can work within the constraints of an open office plan, provide quality of light, flexibility, and energy efficiency.

Here's how:

Quality of Light. Absolutely essential for office work. Inlite®

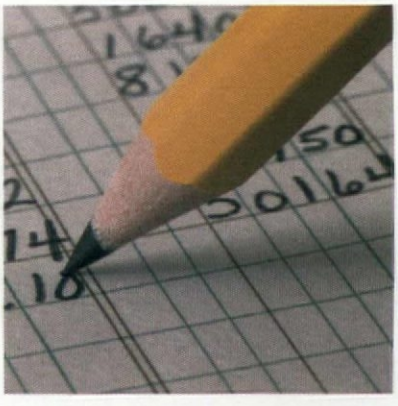


features high technology lighting sources with a system of scientifically engineered reflectors (asymmetric, symmetric, and forward-throw) to deliver controlled illumination with excellent "see-ability". The system is so versatile it frequently eliminates the need for supplementary task lights by eliminating glare, minimizing shadows, and reducing eye fatigue. Plus, color rendition can be controlled thru the selection or combining of light sources.



Inlite® can keep up with the changing office. As the office is changed, Inlite® can change along with it. Inlite® fixtures can be panel and shelf mounted or integrated into free standing kiosks. Or, for more permanent installation, mounted to walls or ceilings. Inlite® portable fixtures can be depreciated like office furniture for an even faster payback.

Energy efficient. Inlite® does more with less. In comparisons with conventional direct fluorescent lighting systems—which typically deliver 100 footcandles of illumination and consume around 2.5 watts per square foot—Inlite® delivers a more comfortable, higher quality of light at only 70 footcandles using from 1.5 to 1.7 watts per square foot. With fewer fixtures, there's less maintenance as well.



Technical and planning assistance available. Just contact Sterner. For decades, Sterner has been a pioneer in high-technology lighting outdoors. With Inlite®, they've brought that experience indoors with laser designed optical systems, computer aided application engineering, and the ability to custom fabricate enclosures for special interior design requirements. Call today, 1-800-328-7480.

Inlite® by Sterner. *We make lighting look good, indoors and out.*

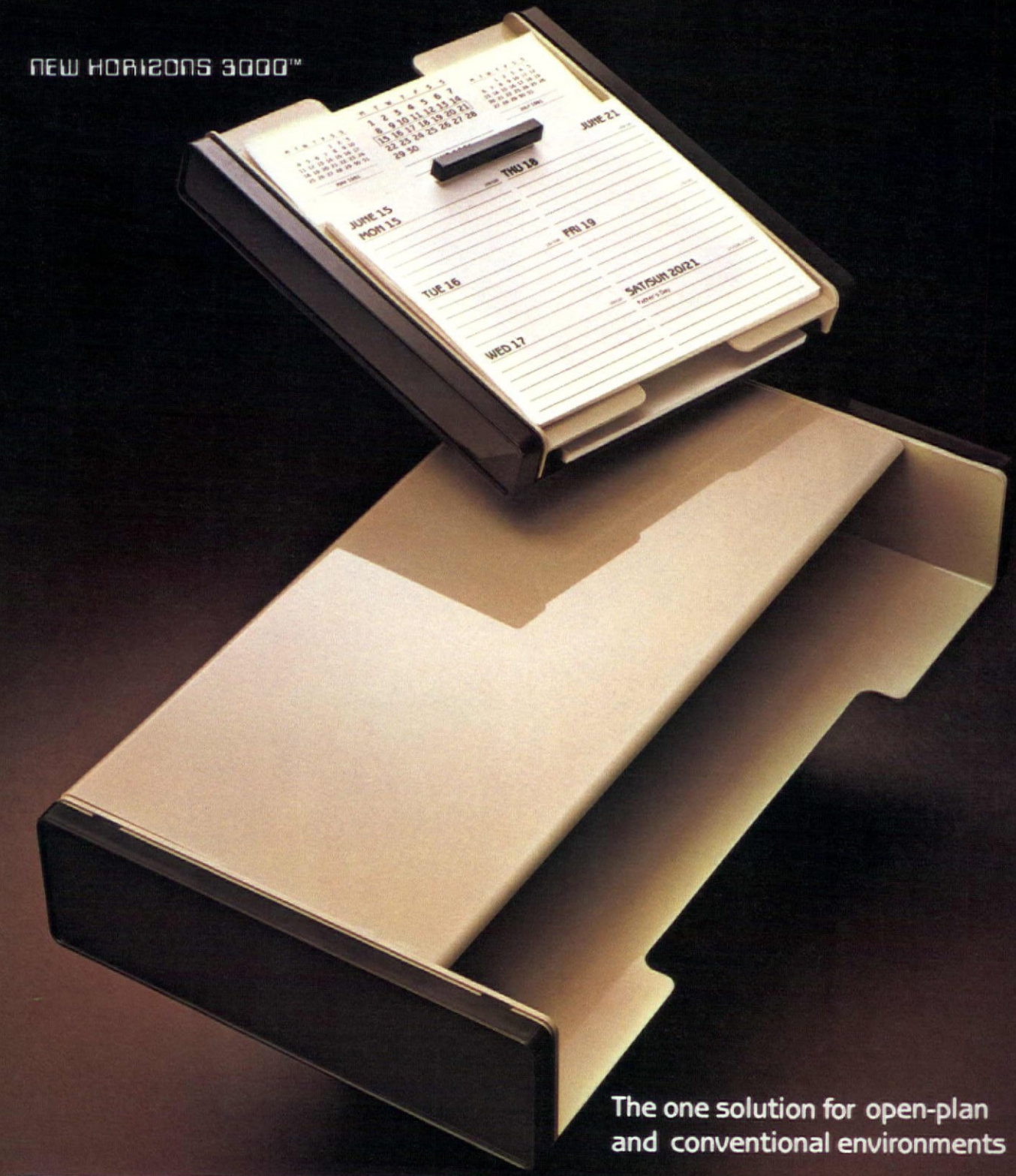
STERNER

STERNER LIGHTING SYSTEMS INCORPORATED

Winsted, Minnesota 55395

Circle 18 on reader service card

NEW HORIZONS 3000™



The one solution for open-plan and conventional environments

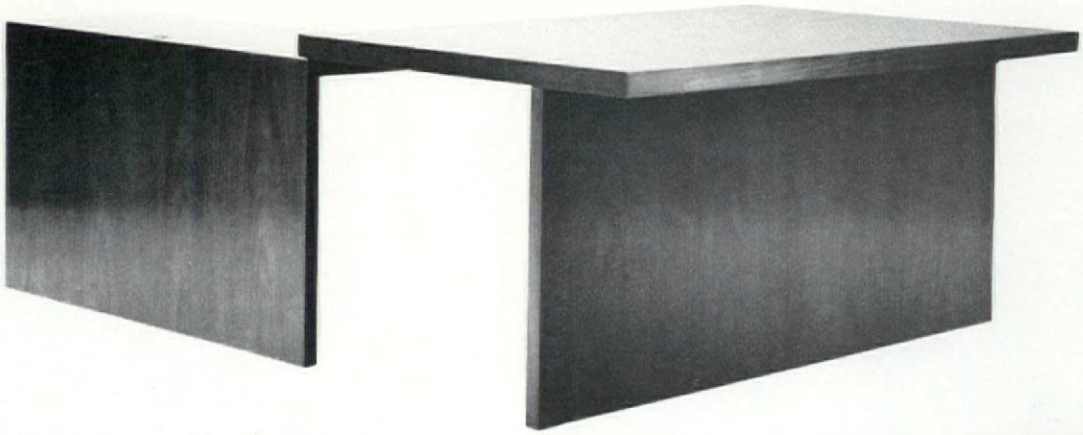
New Horizons 3000 is an accessory system created to blend with the design of today's open office. The Correspondence Pocket™ and Calendar/Memo attach vertically to all major panel systems as well as arrange horizontally on work surfaces. The Pocket also stacks or nests vertically to fulfill a variety of work needs.

New Horizons 3000 by McDonald Products Corporation, 2685 Walden Avenue, Buffalo, New York 14225.

McDonald Products

The standard by which others are judged.

Circle 54 on reader service card







Flat-panel desk tops adapt to a wide variety of configurations when mounted over storage pedestals.

Architects optimize flat-panel construction, maximize workspace in new desk group

Flat-panel construction is the key design element in a new, highly-functional desk collection designed by Gwathmey-Siegel for Knoll. Inspired by flat-panel machinery found at a Knoll plant, architects Charles Gwathmey and Robert Siegel styled a varied selection of low-profile desk tops which blend with pedestal units to maximize storage, expand workspace, and enhance esthetic appeal in office settings.

Top shapes range from rectangular and cantilevered to rounded front and side and meet requirements of secretarial, executive, and conference applications. Pedestals are full height and depth and rest directly on the floor. Two pedestal widths—based on legal and letter sizes—determine top lengths when four pedestals are placed side by side.

Hardwood pulls reinforce tactile qualities of all-wood desk tops and pedestals. Revealed joints act as articulating elements, while enabling proper placement of tops and modesty panels over storage pedestals.

Top and pedestal finishes can match or vary according to specifier choice. Veneers include four mahoganies, Techgrain™, and black or dark brown plastic laminate. **Circle No. 200.**



Ireland wears more than lovely green

navan

CARPETS

offers "Starlight"—an Aximinster in a large range of beautiful contemporary colors—
all stocked in the U.S.A. for immediate delivery.

"Starlight" is woven of 80% wool and 20% nylon in Ireland. A superb choice for contract and institutional interiors.
Write for further information about Navan's Custom Program offering any design and color woven to your specification.

Navan Carpets, Inc., 919 Third Avenue, New York, NY 10022. Telephone (212) 752-9117

Circle 38 on reader service card

A Revolution in seating design. A Revelation in seating comfort. Vecta Contract's Wilkhahn FS Seating. A whole new standard for office seating. Unlike anything you've known. Springs and fulcrums linked together with seats and backrests in a way never before accomplished.



The result? Seating that senses, conforms and adjusts to your every body movement—instantly. You won't believe it until you try it.

Proof? Yours for the sitting. From the whole new world of seating at Vecta Contract.



VectaContract®

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Grand Prairie, Texas 75051
214 641 2860
or call toll-free
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In Illinois 1 800 322 4400

Wilkhahn FS designed by Franck and Sauer. Exclusive U. S. production rights licensed to Vecta Contract by Wilkhahn® GmbH. United States and Canadian patents applied for.
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Circle 39 on reader service card





Calcutta is a part of Brown Jordan's cast aluminum group of fine furniture.

Calcutta. Art...or furniture.

From a position of design and craftsmanship, Calcutta is pure art. From a position of utility and value—practical furniture. All Brown Jordan furniture groups start with design, beautiful design to satisfy high esthetic values. Then all-welded construction, meticulous hand crafting, and our exclusive UltraFuse finish make it practical furniture. Beautiful enough for the finest residence...rugged enough for the most popular restaurant.

For a free 72-page full-color catalog, write on your letterhead to Brown Jordan, Dept. DZ672, P.O. BOX 5688, El Monte, California 91734.

Showrooms: New York City · Chicago · Los Angeles · San Francisco · Dallas · Miami · Washington D.C. · Atlanta · Seattle · High Point

Circle 40 on reader service card

JG/TSD

Mobile Terminal Table

Five simple adjustments allow each user to adapt the terminal to individual needs. All controls can be effortlessly adjusted *by a seated user.* Movements are gear-controlled. The tops cannot free-fall during adjustment, assuring that the terminal will not be tipped onto the floor. A foot-activated gas cylinder raises and lowers the table height. Wire harnesses prevent the terminal from being pulled off the table by its cord. Locking casters eliminate unwanted movement.

For more information, request the Mobile Terminal Table brochure and JG's White Paper on Terminal Sharing Devices.

JG Furniture Systems
A Division of
Burlington Industries
Quakertown, PA 18951
215 536 7343

Circle 125

Terminal Sharing Device

Sharing reduces computer response time, lowers equipment cost, and improves utilization. Users get more personal space and a healthier social environment.



Electric, acoustic, & visual office landscape needs are met by modular open plan system



Acme Landscape Group integrates a wide range of components engineered to meet the needs of open plan offices. All elements—including panels, electrical raceways, work surfaces, shelf units, doors, and pedestals—are "human factored" to fit individual differences in physical height and work habits.

Developed in 1972, products are manufactured in Acme Landscape's U.S. factory. Custom orders are easily met through extensive specification options offered by the firm.

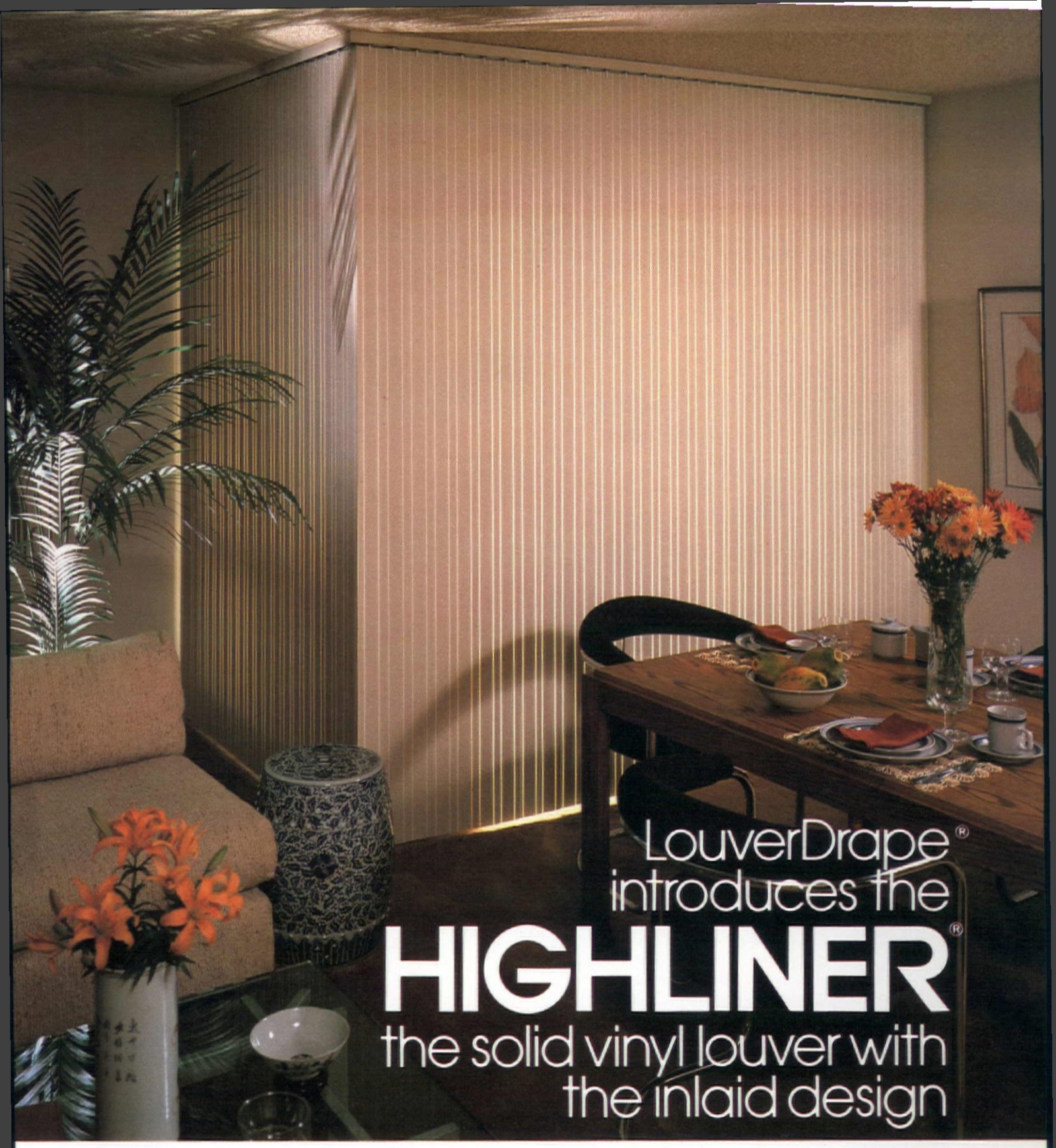
Panels can be acoustical (with an NRC coefficient of .85) and are available in laminate or glass. Universal post enables users to lock panels into any angular configuration. Individual panels can be removed or interchanged without disruption of the total system.

Built-in electrical raceways enable users to relocate and re-use outlets and cables. Metal frames add sturdiness.

Work surfaces are constructed of 45+ chip core faced with Pionite laminate. Corners are rounded for safety; edges are sealed with hard vinyl T-molding. Shelving is constructed of 18-gauge steel while reinforcing U-channel is attached to shelf underside. End panels are reinforced with 14-gauge steel to increase load capacity.

Light fixtures are UL-listed and are designed for undershelf mounting. Wire managers are of 18-gauge steel with dual compartments that allow for separation of telephone and power cables. **Circle No. 361.**





The LouverDrape® Solid Vinyl louver is now available with a tastefully designed HighLiner® Stripe, created in a fascinating combination of translucent and opaque solid vinyl. The HighLiner® Stripe is an integral part of the louver. It is the same composition but a different color and translucency, plus it penetrates the thickness of the louver, it is not laminated or painted on.

The HighLiner® Solid Vinyl louvers retain the energy efficient advantages of regular LouverDrape® Solid Vinyl louvers. They minimize heat transfer both summer and winter and because they're vertical, they collect no more dust than a wall.

For more information and the name of your nearest LouverDrape® distributor, write for our free 36 page, full color "Vertical Imagination" brochure.

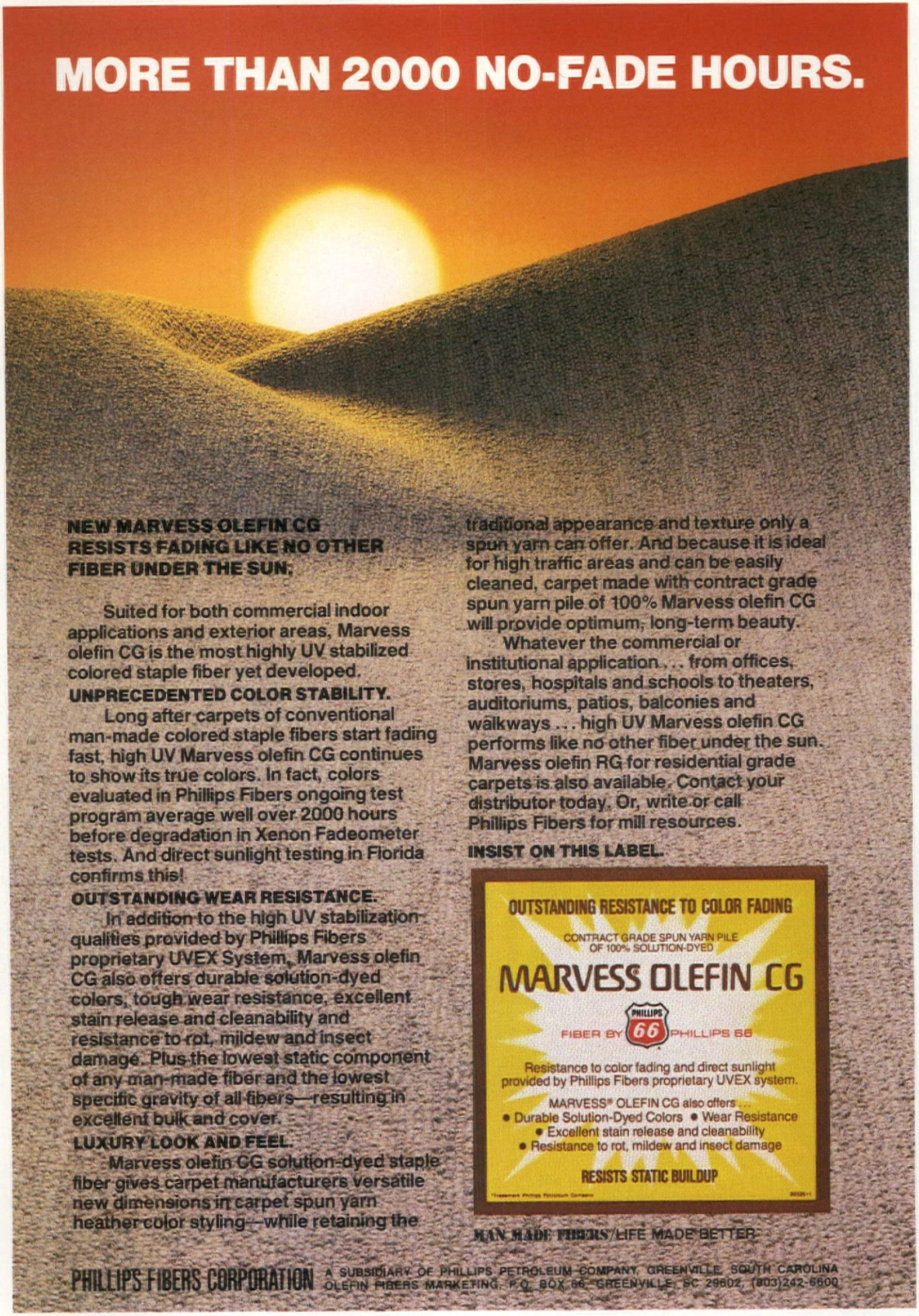
ALWAYS INSIST ON 100% LouverDrape QUALITY

Louver Drape®

LOUVERDRAPE® INC.,
1100 COLORADO AVENUE, DEPT. C9
SANTA MONICA, CA 90401

Circle 41 on reader service card

MORE THAN 2000 NO-FADE HOURS.



NEW MARVESS OLEFIN CG RESISTS FADING LIKE NO OTHER FIBER UNDER THE SUN.

Suited for both commercial indoor applications and exterior areas, Marvess olefin CG is the most highly UV stabilized colored staple fiber yet developed.

UNPRECEDENTED COLOR STABILITY.

Long after carpets of conventional man-made colored staple fibers start fading fast, high UV Marvess olefin CG continues to show its true colors. In fact, colors evaluated in Phillips Fibers ongoing test program average well over 2000 hours before degradation in Xenon Fadeometer tests. And direct sunlight testing in Florida confirms this!

OUTSTANDING WEAR RESISTANCE.

In addition to the high UV stabilization qualities provided by Phillips Fibers proprietary UVEX System, Marvess olefin CG also offers durable solution-dyed colors, tough wear resistance, excellent stain release and cleanability and resistance to rot, mildew and insect damage. Plus the lowest static component of any man-made fiber and the lowest specific gravity of all fibers—resulting in excellent bulk and cover.

LUXURY LOOK AND FEEL.

Marvess olefin CG solution-dyed staple fiber gives carpet manufacturers versatile new dimensions in carpet spun yarn heather color styling—while retaining the traditional appearance and texture only a spun yarn can offer. And because it is ideal for high traffic areas and can be easily cleaned, carpet made with contract grade spun yarn pile of 100% Marvess olefin CG will provide optimum, long-term beauty.

Whatever the commercial or institutional application . . . from offices, stores, hospitals and schools to theaters, auditoriums, patios, balconies and walkways . . . high UV Marvess olefin CG performs like no other fiber under the sun. Marvess olefin RG for residential grade carpets is also available. Contact your distributor today. Or, write or call Phillips Fibers for mill resources.

INSIST ON THIS LABEL.

OUTSTANDING RESISTANCE TO COLOR FADING

CONTRACT GRADE SPUN YARN PILE OF 100% SOLUTION-DYED

MARVESS® OLEFIN CG

FIBER BY PHILLIPS 66

Resistance to color fading and direct sunlight provided by Phillips Fibers proprietary UVEX system.

MARVESS® OLEFIN CG also offers . . .
- Durable Solution-Dyed Colors
- Wear Resistance
- Excellent stain release and cleanability
- Resistance to rot, mildew and insect damage

RESISTS STATIC BUILDUP

MAN MADE FIBERS/LIFE MADE BETTER.

PHILLIPS FIBERS CORPORATION A SUBSIDIARY OF PHILLIPS PETROLEUM COMPANY, GREENVILLE, SOUTH CAROLINA
OLEFIN FIBERS MARKETING, P.O. BOX 66, GREENVILLE, SC 29602, (803)242-6600

Circle 42 on reader service card



Acoustically functional. Aesthetically appealing.

Silent Wall® Noise Control Panels and QuieTile® Ceiling Inserts are as decorative as they are functional. Both acoustically control sound while enhancing the decor of work areas. Ideal for offices, factories, computer rooms, cafeterias, gymnasiums and other places where noise can be a problem. Wide selection of shapes, styles and sizes to choose from. Custom designs and special fabrics are available.

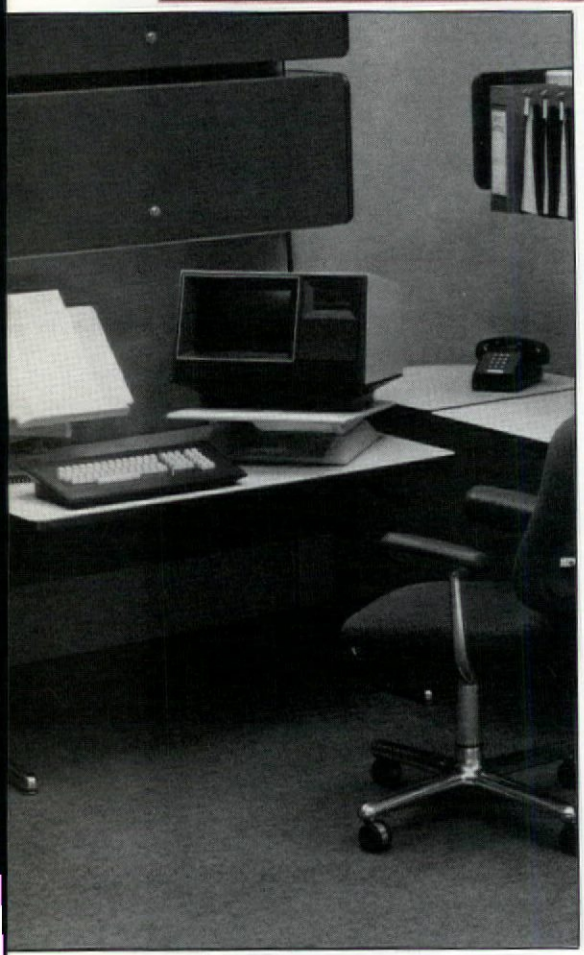
Call or write for a FREE catalog. Dealer inquiries welcome.

ncp

Noise Control Products Div., 1468 West Ninth St., Suite 720, Cleveland, OH 44113 (216) 523-1371
INDUSTRIAL NOISE CONTROL PRODUCTS, INC.

Circle 43 on reader service card





User needs are design modus for new information management stations

Herman Miller introduces a series of information processing furniture in which user size, shape, and work procedure determine station design. Support equipment is programmed, through fully-adjustable component options, to meet needs of those who spend both limited and extensive periods of time at workstations.

New components include tilting keyboard trays, adjustable height tables, machine support tables, hanging and freestanding work surfaces, and shelf organizers. Each element can be adjusted by the user to accommodate individual vision, comfort, height, and reach differentials.

For example, the Clerical Production Workstation serves users who are constantly involved with word processing tasks. In the arrangement (left), height adjustable table with easy-access mechanism permits a 5-in. adjustment range once user adjusts Ergon chair to proper seat height. Manuscript holder positions reference materials in front of operator for easy access; VDT viewing angle can be precisely controlled by machine support tray. Printer support table and specialized storage components, including center hanger bar, are located close to operator to promote economy of motion.

Professional Workstation (above) accommodates needs of users whose involvement with word processing is of a more general nature. Corner Work surface supports VDT, yet allows enough available space for completion of tasks that are not machine oriented. Immediately adjacent are work surfaces and storage components. Machine support tray with swivel base and tilt adjustment is used in conjunction with keyboard tilt tray to promote easy viewing of VDT and comfortable keyboard placement. Open center hanger bar provides nearby storage space for electronic media, systems manuals, and EDP printouts. **Circle No. 360.**



Lees presents the state-of-the-art in carpet tiles

Most carpet tiles will look good in the carton. If you need to know how they'll perform on the floor, be sure to read the warranty.

Guaranteed. Lees backs its modular carpet system with a comprehensive warranty, written in plain English. No manufacturer of carpet tiles goes as far to guarantee performance satisfaction.

Construction. Unibond® back bonds face yarn and backing materials into a single component. Hot-melt thermoplastic resins and flow-on lamination produce modular carpets that are guaranteed against edge ravel and delamination.

Test data. Lees tests its modular carpets for smoke generation and flame spread. This important data is published and readily available for review.

Advanced generation. As long ago as 1967, Lees made rubber-backed carpet tile for the educational market. Later versions used a hard vinyl back. The present Lees carpet tile is an advanced generation product that fits a vastly improved modular carpet system.

Appearance. Antron® III nylon pile yarns by DuPont are dirt-resistant and static-protected. Superior appearance retention reduces maintenance costs.

Coordinates. Plain and patterned modular carpet fits a system that includes broadloom coordinates in identical construction. Visual flow is continuous, uninterrupted by breaks in surface texture.

Installation. Lees provides a clean pressure sensitive adhesive that holds tiles in place and prevents shifting even under wheeled traffic and at pivot points. Tiles lift free for quick, easy access to under-the-floor power.

Call toll-free. For test data, specification information, call 800/523-5647. From within Pennsylvania, call collect 215/666-9426. Or write for illustrated brochure.

Lees. The Contract Carpet Company.
Live the life of Lees at work and at home.

LEES carpets

Made better by Burlington
King of Prussia, PA 19406

Circle 49 on reader service card

NOW...SINCLAIR FABRICS COVER THE NATION!

Sinclair's appointment of

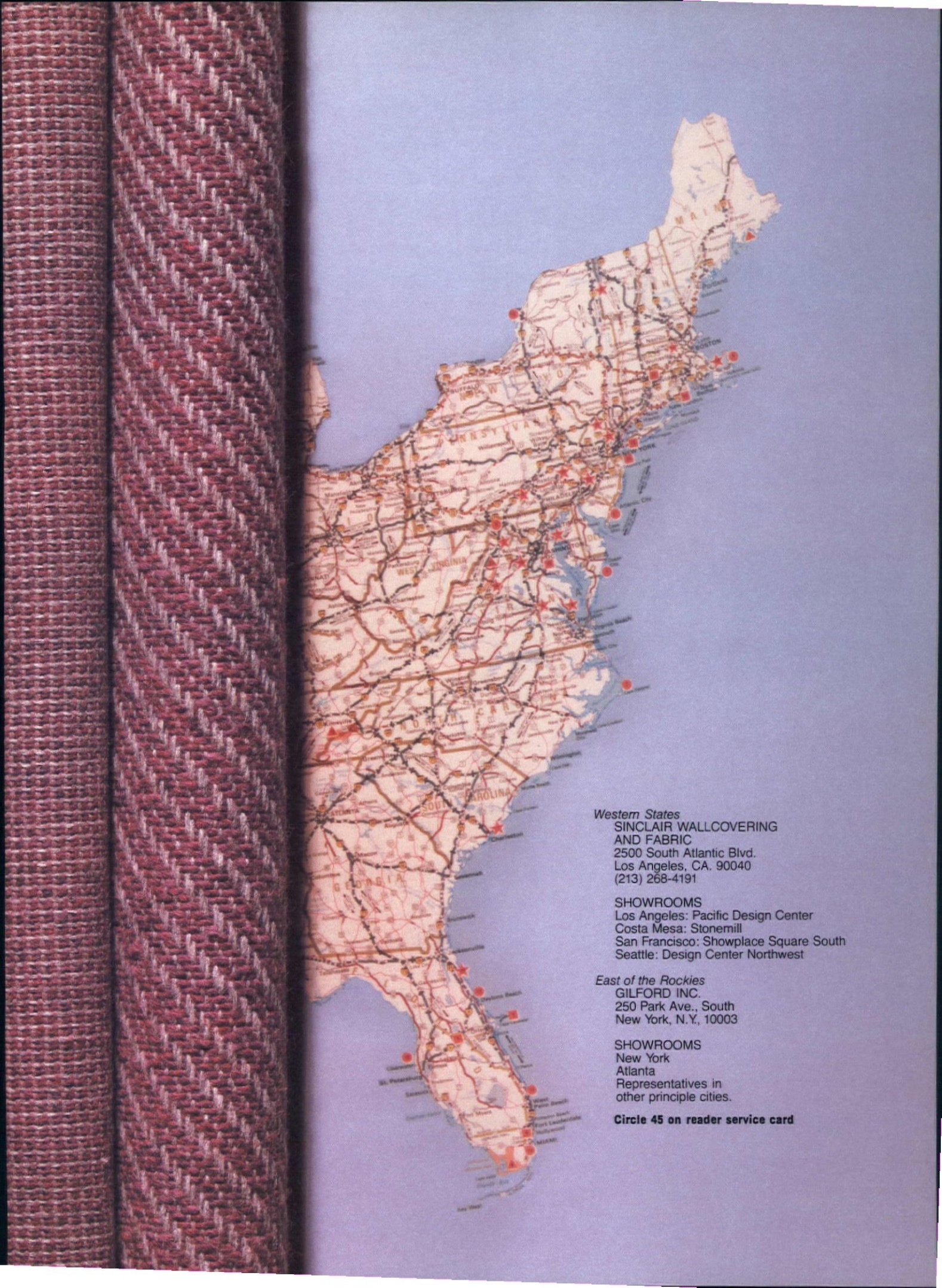
Gilford

as the exclusive representative east of the Rockies
makes Sinclair's complete line of contract fabrics
available throughout the United States.

For 1982-83 Robert Sinclair introduces three new collections, Mod-A-Twill, Syn-Chro-Tex and Wool-Tex. Superbly blended with nylon, wool and modacrylic, they are designed expressly for upholstery and wall-covering. Presented in a palette of colors and colorways these fabrics in heavy textures, stripes and mini-weaves accented with bright solids will put a different aire of excitement in your next assignment. For further information please write Sinclair Wallcovering and Fabric, 2500 South Atlantic Blvd., Los Angeles, CA 90040 or call (213) 268-4191.



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New York, N.Y., 10003

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other principle cities.

Circle 45 on reader service card

Michigan department store aisles renovated with high-traffic Hartco oak flooring.



Tough acrylic is forced deep into the pores of Hartco oak, and the stain goes all the way through. So the hard protective surface and the color endure.

And so there's never any need for on-site sanding, staining or finishing.

Plus Hartco's precision-tapered tongues and grooves give you a smooth floor, even over a slightly uneven subfloor.

For information about Hartco Impregnated Solid Oak Parquet, see Sweet's 9.22/Hat. Call Sweet's Buyline toll-free 800-447-1982.

Or contact Tibbals Flooring Company, Oneida, Tennessee 37841. 615-569-8526.

Rogers Department Store, Grand Rapids, Michigan
Architect: Van Wienen & Papke, Architects
Interiors: Howell Design Group, Inc.
Flooring Contractor: Johnson Carpet Co.
Floor: Hartco Impregnated Solid Oak Parquet, Cambridge color.

Hartco Solid Oak Parquet Flooring

Circle 46 on reader service card

PEOPLE/NEWS

New vice president, marketing and sales, for Joy Carpets is **Harry Zwerling** (shown).


Zwerling

United States School of Professional Paperhanging, Rutland, Vt., will offer two-week "hands-on" training programs throughout the summer. New programs are adjuncts to the school's regular 10-week trimesters. Enrollment is limited to experienced professionals.

Tricia Cook (shown) joined Decor International Wallcovering as vice president, marketing and sales.


Cook

New manager of Business Interiors, Providence, R.I., is **Peter E. Nikolich.**

GN Associates will complete design of **iil International's** New York showroom center in the fall of 1982. Display space will comprise 6,500 sq. ft. at 645 Madison Ave.

Judi Culmone was appointed director of product development for Qual Fab Inc. She will be responsible for new printed fabric collections.

Amoco Fabrics developed a new process for manufacturing ActionBac secondary carpet backing. New benefits include improved adhesion as well as increased surface nap.


Aleide

A recent-addition to the Atlanta Merchandise Mart building site is the **Atlanta World Trade Club.** Situated atop the Mart, the facility joins an international roster of five clubs now affiliated with World Trade Centers Assn.

Sal B. Aleide (shown) was appointed to the position of general sales manager for All-Steel, Aurora, Ill.


Bitter

Recipient of the National Home Fashions League's 1982 Trailblazer Award is **Adriana Scalamandre Bitter** (shown). Bitter is executive vice president and director of design for Scalamandre.

Cooper Architectural Signs appointed **Arleen Schwartz** to the position of national sales administrator.

Three promotions were recently-announced by Reynolds/Leteron, manufacturer and distributor of Leteron lettering and sign-making systems. They are **Richard R. Plowman**, director of sales; **Ralph C. Connit**, director of finance; and **Jerald L. Skalla**, controller.

Newly-appointed commissioner of the Federal Supply Service, supply and procurement arm of the General Services Administration, is **Lester L. Mitchell.**

Logic



The question today is no longer open office system versus conventional system. It's *which* open office system. Compare the Westinghouse Open Office System feature for feature with those of our competitors and logic will lead you to us.

Easier to install, easier to rearrange.

Westinghouse panels feature just one simple connecting device while other systems require up to nine. Our system saves time and labor costs.

Stays on grid.

When you plan with the Westinghouse system, you never have to worry about losing or gaining linear dimension. It keeps your design on-grid, allowing you to stay with the building's electrical and communications distribution network. Design is faster, with greater flexibility.

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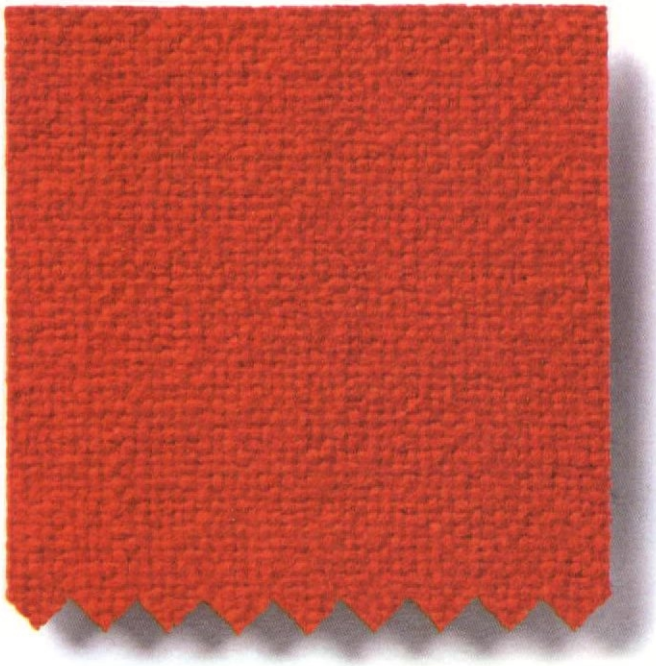
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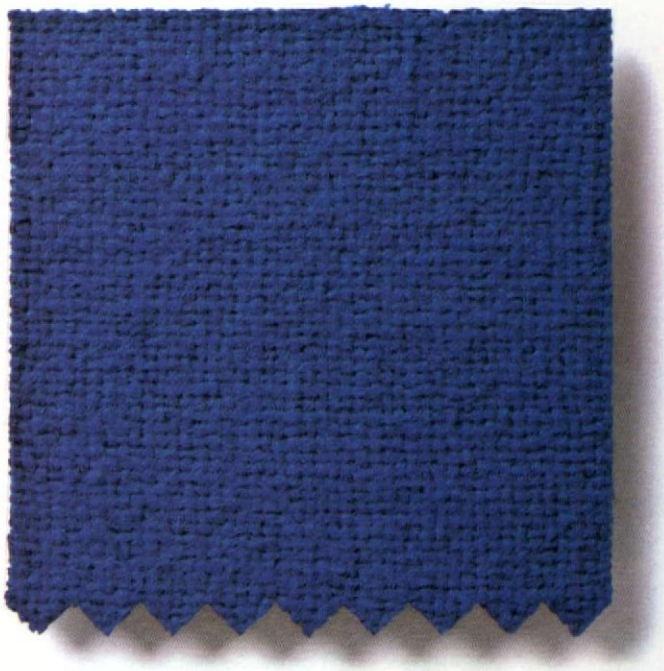
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PEOPLE/NEWS

Daly & Daly, a Brookline, Mass., graphic design firm, was retained by the Claridge Hotel & Casino, Atlantic City, as graphic design consultant. The firm will design all architectural and specialty signage as well as print graphics and other collateral materials.

Furniture Consultants Inc., New York City, established a Long Island subsidiary titled **Furniture Consultants of Long Island. William H. Burgess III** (shown) will serve as president.



Burgess

ADD Inc., architectural and interior design firm, appointed **Dianne M. Ludman** (shown) as marketing director. Firm offices are located in Cambridge, Mass., and Washington, D.C.



Ludman

Gary Levinson joined Saxony Carpet Co. as assistant to the president of the firm's New York showroom.

Donald M. Preiser was appointed to the position of vice president, Western Merchandise Mart.

Peggy Nye, vice president, Interspace Incorporated and principal-in-charge of the firm's Miami operation, was appointed to the architecture and design review board of *Florida Designers Quarterly*. She will aid in the selection of published projects and assist in the judging of various regional design competitions.

Max De Pree, chairman and chief executive officer, Herman Miller, announced the appointment of **Jack Tanis** (shown) as president and chief executive officer of a newly-acquired subsidiary **Vaughan Walls**. **David Kuyers** was named vice president, operations; **James Blair** becomes vice president, sales. Tanis and Kuyers have been employed by Herman Miller for 15 and 13 years respectively. Blair has been with Vaughan Walls for five years.



Tanis

ISD Inc. named **Michael Pinto** (shown) vice president in charge of operations, a newly-created position.



Pinto

Milton I. Swimmer Planning & Design and its subsidiaries MTH Design, Facility Sciences Corp., and Design Supply, Inc. will now be know as **Swimmer Cole Martinez Curtis.** This name change will coincide with the firm's relocation to a new facility at 308 Washington St., Marina Del Rey, Calif.

"Command Performance" from Focus Carpets Corp., div. General Felt Industries, was named the official World's Fair carpet by the Knoxville International Energy Exposition, Tenn. Made from **Allied** fourth generation Anso IV HP nylon, it will be displayed in the Chinese Pavillion, the Technology & Lifestyles Exhibit Hall, and throughout administrative offices.

The EOC Panel System, a work environment of warmth and quality.

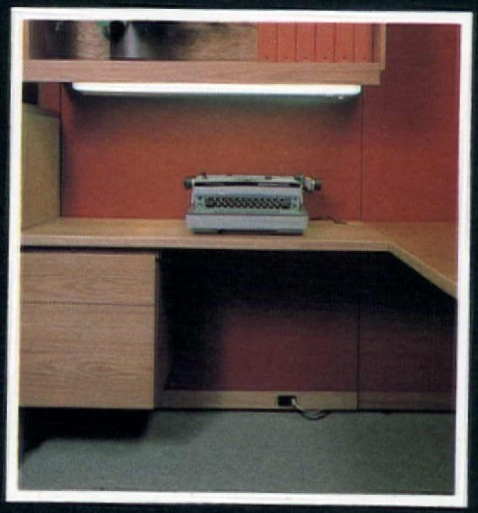
Introducing the A.P.S. System. . . quiet, efficient and affordable. Soft radius edges, rich fabrics, and a wood emphasis create a quality work environment. Here is system engineering excellence than can compete in the mainstream of today's market place.

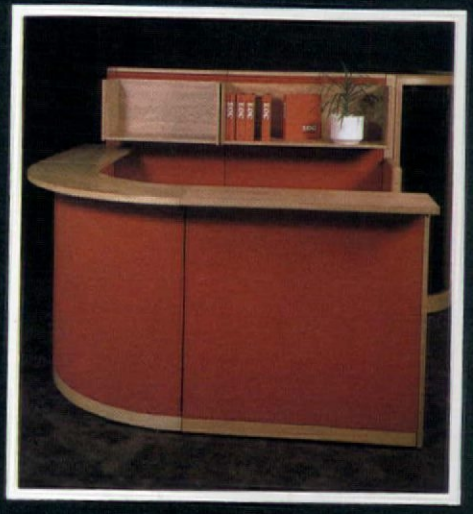
E.O.C. technology is well illustrated in the area of electrification. The acoustical panels can be factory equipped with a power distribution system that travels through concealed raceways with outlets and circuitry tailored to your exact needs. The unique flip-up plinth raceway base provides easy power access for later additions or alterations.

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PEOPLE/NEWS

GHK, noted commercial interior design and space planning firm, named three vice presidents to serve in its Chicago office. They are **Mitchell Cohen**, vice president, director of graphic design services; **Miles Moorhouse**, vice president, space planning and design; and **Christopher P. Pekarek**, vice president, technical coordinator. Cohen, along with firm project designer **Karyn Murphy**, was the recent winner of Graphics Design: USA, a DESI award.



Rauch



Gips

Eileen Rauch (shown) was appointed director of contract sales for Durawall Inc.

American Society of Interior Designers (ASID) executive committee selected **Edward U. Gips** (shown) as the Society's executive director. He will direct activities of the national headquarters staff which serves the organization's 20,000 members.

Stratton Industries Inc. has appointed **Marianne P. Macia** as architectural specialist covering metropolitan Miami and southern Florida.

Jim McAbee retired his position as member of Burlington Industries Commercial Carpet Installation Council, a national advisory panel chartered to improve communication among manufacturers, contractors, and installers of carpeting.

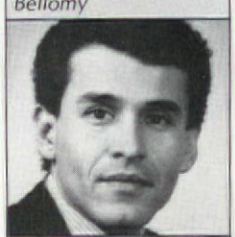
Sculptor **Louise Nevelson**, designers **Lella and Missimo Vignelli**, and interior/industrial designer **Melanie Kahane** received honorary Doctor of Fine Arts degrees from Parsons School of Design.

Dennis G. O'Conner was promoted to audit manager for Dan River Inc., Greenville, S.C.

Barbara Lynn Bellomy (shown) was named specifications representative for Formica Corp., a subsidiary of American Cyanamid.



Bellomy



Rangel

Karl Mann Contract is a new division of Karl Mann Associates, New York. **J. Michael Rangel** (shown) will direct the new division which caters to designers/specifiers and architects of commercial interiors.

Management Recruiters of Southern California, an executive search firm serving the furnishings and interior design industries, has changed its name to **Search West Inc.**

ASTM, international standards-writing organization, presented a 1982 Award of Merit to **Richard M. Harris**, general manager, Industrial Fastener div., Bethlehem Steel Corp.

David F. Ferguson was named vice president of RMM's New Orleans interior design office.

Knoll On business and its need to adapt



One of the great strengths of any successful business is its ability to change. The movable office system is a prime example.

Companies all over America are using modular furniture systems because they provide the flexibility to put the right people together at the right place for a specific project. And then to change again for the next project.

The trouble is, too often companies have been paying too big a price to move the movable office system; in dollars, in lost productive time and in disruption of the work environment.

The Zapf System from Knoll is changing all that. Lightweight, rigid and modular, the Zapf System can adapt to your changing needs with an absolute minimum of lost work time. For example, a Zapf independent station can be moved during a coffee break without so much as a sheet of paper being removed from a typewriter.

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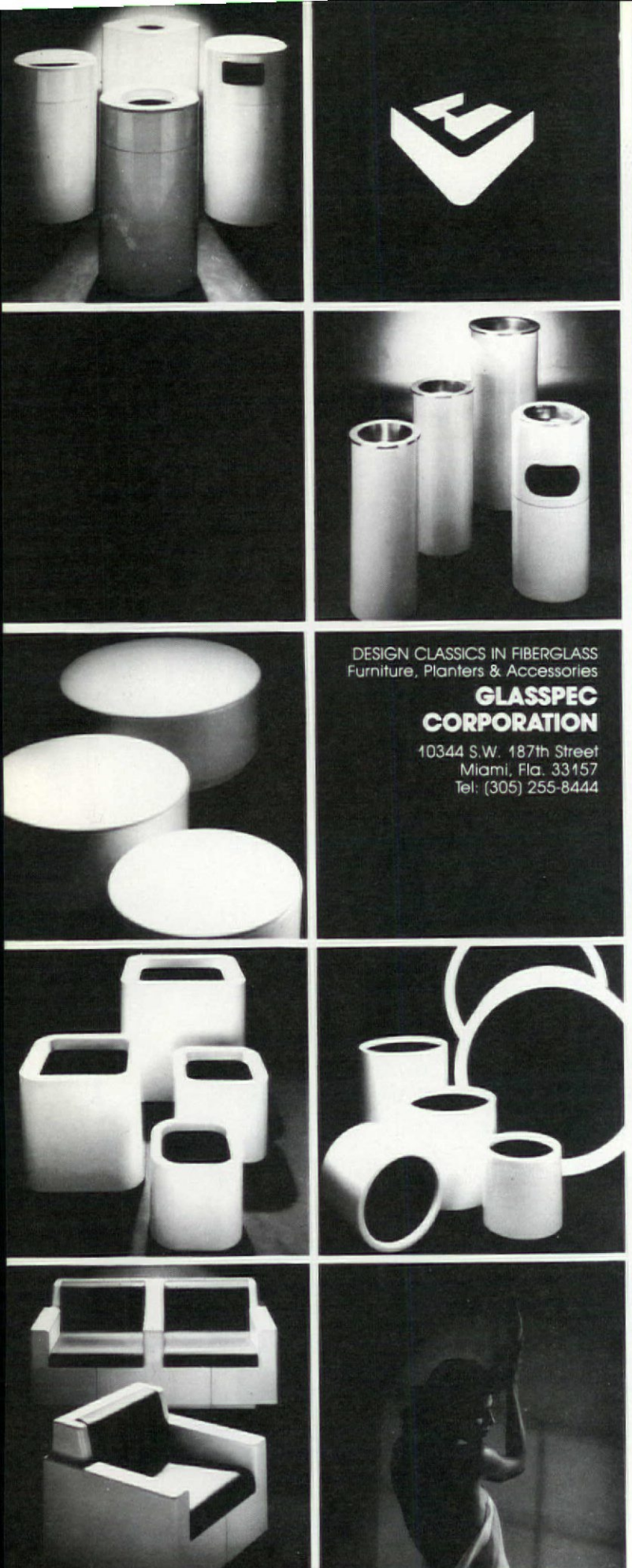
The sparkle of metal brings a new world elegance to contemporary interiors." **Valerian S. Rybar,** Interior Designer

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COMING EVENTS

1982

July 17-20. International Carpet & Rug Market. Atlanta Merchandise Mart, Atlanta.
July 18-22. Summer Home Furnishings Market. Showplace Square, San Francisco.
July 28-August 1. Dimensions Plus, Annual ASID National Conference and International Exposition of Designer Resources. Moscone Center, San Francisco.
August 9-11. 1982 Window Energy Show. Las Vegas Convention Center, Las Vegas.
August 18-22. World Woodworking Expo '82. Georgia World Congress Center, Atlanta.
August 28-September 1. National Institute of Governmental Purchasing Inc. Annual Conference & Products Exposition. Marriott Hotel, New Orleans.
September 9-11. Contract Design in the '80s: Focus on Flexibility. Design Center, Pittsburgh.
September 11-14. International Woodworking Machinery and Furniture Supply Fair. U.S.A. Kentucky Fair & Exposition Center, Louisville, Kentucky.
October 6-10. National Office Products Association (NOPA) Convention/Exhibition. Hyatt Regency Hotel & McCormick Place, Chicago.
October 11-14. Info '82. Ninth International Information Management Exposition & Conference. The Coliseum, New York.
October 14-16. Designer's Saturday. Member Showrooms, New York.
October 16-19. American Home Lighting Institute Annual Convention. Fairmont Hotel, New Orleans.
October 27-31. Marble Institute of America 38th Annual Convention. Callaway Gardens, Ga.
November 7-9. Designing With Systems. Ohio Regional Chapter/IBD Rapids Rally '82. Grand Plaza, Grand Rapids, Mich.
November 8-9. Computer-Aided Space Design & Management Conference co-sponsored by CONTRACT and *Facilities Design & Management*. Halloran House Hotel, New York.
November 9-11. Second Annual International Energy Management & Facilities Improvement Show. Expocenter/Chicago.
November 11-13. Stained Glass International/1982. New York Statler Hotel, New York.

Foreign Trade Shows 1982

September 17-22. International Milan Furniture Fair. Milan.
September 26-October 1. Interior Decorators and Designers Association DECOREX. Kensington Exhibition Centre, London.
October 6-8. Montreal Office Exhibition. Place Bonaventure, Montreal, Quebec, Canada.
October 16-24. Interior '82. Kortrijk, Belgium.
October 26-31. Orgatechnik. U.S. Pavilion, Cologne, Germany.
November 14-18. DACTEX. National Exhibition Centre, London.
November 24-28. China Business Equipment Exhibition. Foreign Trade Centre, Guangzhou (Canton), China.

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Advent III shared access CRT workstations shown with new Probber Task chair (4137).

Designers opt for Advent III for many reasons.

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Designers also know that if task lights are what their clients need now, Probber can still install state-of-the-art ambients at any future time *without* disrupting the office, or defacing the furniture, or cluttering the landscape.

And both designers and their clients have learned that relocating Probber's furniture stations — contents and cables intact — is easier, faster and far less disruptive than wrestling with 'bits and pieces' erector-set panel systems. Probber's hydraulic-lift dolly assures that one person can do the job.

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Open plan system from Rosemount, typical of open office designs, incorporates all elements necessary to workstations. Privacy is aided by acoustical panels on three sides; integral task lights save energy and reduce eye fatigue.

OPEN PLAN DIRECTORY EXPLORES NEW DESIGN CONCEPTS

Now that the last vestiges of doubt have been put to rest about whether or not open plan systems will survive, the design community is turning its attention to more pressing questions. Space planners are now asking themselves how various systems function and how they can be improved.

Two articles in this 10th Annual Open Plan Specifiers Guide explore those issues. One deals with post-occupancy studies of Consumer Credit Centers conducted by Wells Fargo Bank, Calif. The other story summarizes a study that calls for the use of retail design concepts in open plan offices.

With the proliferation of computer support furniture lines, CONTRACT's editors considered expanding this directory to include those products. However, it was decided instead to present that special category of furniture in a separate annual directory, permitting proper presentation of detailed information. The first CONTRACT computer support directory will be featured in the September issue.

For the reader's convenience, listed below are the various categories of information provided in the Open Plan Guide. **The Editors**

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TECHNOLOGICAL DEVELOPMENTS WILL EXPAND OPEN PLAN USE TO 50% OF OFFICE MARKET

One-third of all white collar workers occupy open offices, spurring projections for $11 billion open plan market by 1995

By MARGARET VERBA KANE
Predicasts Inc.



Open plan systems furniture has increased its market share from three percent in 1967 to roughly one-quarter of all office furniture shipments. Currently, nearly one-third of all white collar workers occupy open plan offices.

As the trends that generated this exceptional growth are intensified, open plan systems furniture will continue gaining market share, although at a slower rate. By 1995—with shipments of more than $11 billion—this type of furniture will have captured nearly 50 percent of the entire office furniture market.

One of the major advantages of open plan systems furniture is that it can be easily rearranged to accommodate new electronic equipment or to integrate new computer support furniture designs. For example, the height of a work surface hanging from a panel can be raised or lowered to complement equipment more efficiently.

Handles employee change

Besides being adaptable to changing equipment accommodation requirements, open plan systems furniture is adaptable to changing office functions, which go hand-in-hand with new technology. As a result of this new technology, 70 percent of office workers learned new skills or changed tasks in the past decade.

Rapid penetration of computer terminals can be seen as an indication of how quickly workers need to upgrade their skills. In 1980, there was roughly one terminal for every 13 white collar employees; by 1995, the installed terminal base will reach every 2.5 workers. Highly flexible, open plan furniture minimizes the risk of obsolescence in these rapidly changing times.

Although change is prevalent throughout the office environment, it is most striking in the area of technology. Effective office automation has become an essential competitive tool in the business community. As a result, both the quantity and quality of automation are undergoing radical changes. Automation is increasingly entering the realm of offices that previously had little or no automated functions. Equipment investments are enhanced by the fact that prices for office products, incorporating microprocessors and magnetic

Steady increases in open plan furniture shipments will lead to open office systems capturing 50 percent of total office furniture shipments by 1995. Similarly, non-traditional, open environments will comprise half of total workspaces by the middle of the next decade.

Table 1

Open Plan Furniture Shipments

(million $)

	1967	1972	1977	1980	1985	1990	1995
Total Office Furniture Shipments	744	1048	1876	3488	7580	13620	23745
Open Plan Furniture	26	52	243	864	2585	5565	11420
Traditional Furniture	718	996	1633	2624	4995	8055	12325
Percent Open Plan	3	5	13	25	34	41	48
Percent Traditional	97	95	87	75	66	59	52

media, are falling while labor costs are rising.

Concurrently, those offices which have attained advanced stages of technological development must frequently upgrade their systems. The average life of a typical business machine is roughly seven years and is expected to decrease as improvements hasten technological obsolescence. Consequently, flexibility—or the ability to accommodate constant change—has become paramount in all facets of office design. It is not surprising, therefore, that office furniture has kept pace with all of these changes.

Open plan systems furniture happens to be a particularly appropriate solution to another trend in today's office environment—the pressure to remodel offices.

White collar workers are now the largest segment of the work force, with over 50 million workers. Businesses which face the problem of accommodating additional employees have two basic alternatives: remodeling available space or locating additional space. Due to cost considerations, the former option is being chosen more frequently.

Table II

White Collar Employment

	1967	1972	1977	1980	1985	1990	1995
Office Floorspace (bil ft²)	28.5	35.6	39.3	41.1	44.3	47.3	48.7
ft²/worker	883	910	869	811	798	792	787
White Collar Workers (mil)	34.2	39.1	45.2	50.8	55.5	59.7	61.9
Professional & Technical	9.9	11.5	13.7	15.6	17.2	18.7	19.4
Managers & Executives	7.5	8.0	9.7	10.9	11.8	12.5	13.1
Clerical Workers	12.3	14.2	16.1	18.1	19.9	21.7	22.4
Sales Workers	4.5	5.4	5.7	6.2	6.6	6.8	7.0
Percent White Collar	46	48	50	52	52	52	52
Total Civilian Employment (mil)	74.4	81.7	90.6	97.3	107.5	114.5	118.2

White collar workers are currently the largest segment of the work force, with 50 million workers. Remodeling to accommodate a growing universe of professionals demands open plan environments which can be economically redesigned.

Remodeling made inexpensive

When redesigning an office, tearing out drywall and plaster is much more expensive and time consuming than reconfiguring open plan systems furniture. Furthermore, studies indicate that open plan designs can seat 30 percent more employees than traditional, walled offices in the same amount of space.

The average cost of office space has increased nearly 50 percent in recent years (currently exceeding $20 per square foot). Systems furniture can make particularly efficient use of costly available space. It can reduce floor space requirements by up to 20 percent.

Further, open plan systems furniture can offer savings by reducing energy consumption. The cost of airconditioning, heating, and lighting is currently at $3.50 per sq. ft. Energy savings associated with open plan systems include conservation through task/ambient lighting, which can reduce wattages for lighting by as much as three watts per sq. ft. In addition, this type of light generates less heat than conventional light fixtures, thereby decreasing airconditioning requirements. □

Accommodation of open systems furniture to changing office technology gives such systems long-term operational potential. Figures below demonstrate rapid growth in office applications of terminals. Among white collar workers, terminal bases will reach every 2.5 workers by 1995.

Table III

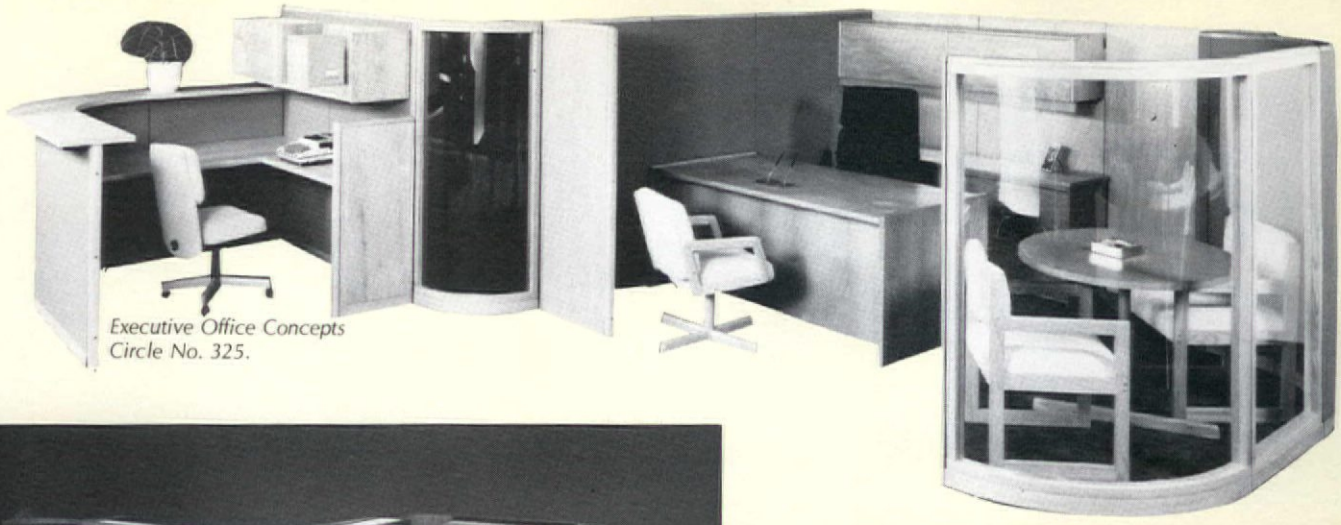
Terminals Base

	1967	1972	1977	1980	1985	1990	1995
Data Entry	95	615	1825	3850	10700	16500	21500
Electronic Mail	17	53	139	248	870	1970	3540
Total Terminals in Use (000)	112	668	1964	4098	11570	18470	25040
Terminal/000 worker	3.3	17.1	43.4	80.7	208.5	309.4	404.5
White Collar Employment (mil)	34.2	39.1	45.2	50.8	55.5	59.7	61.9

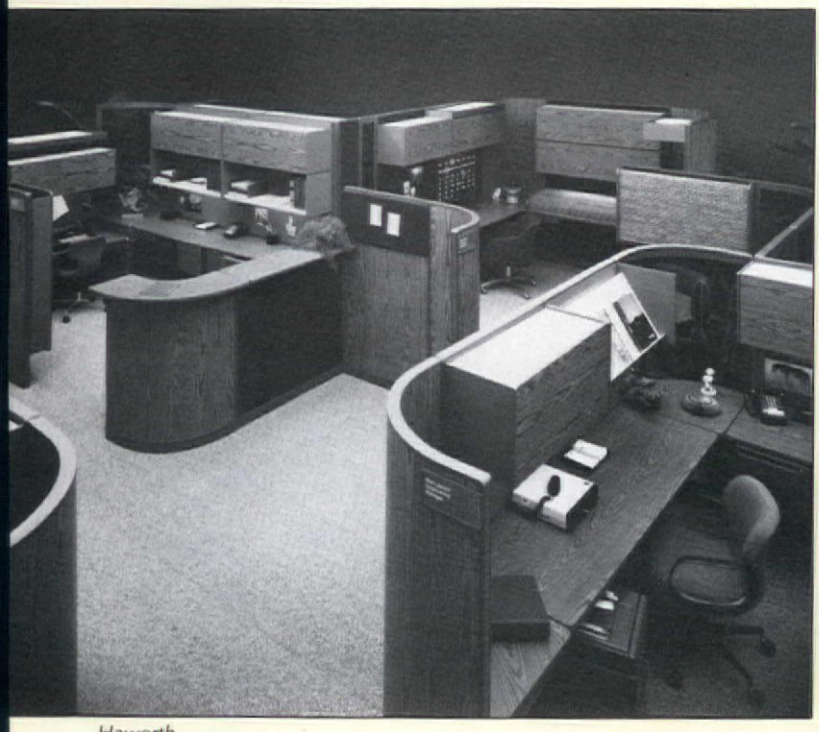
Margaret Verba Kane is a market consultant for Predicasts Inc., Cleveland-based business information and market research organization, which has completed an 82-page report on "Open Plan Systems and Other Office Furniture." More information on the report, Study No. 235, is available from Predicasts Inc., 11001 Cedar Ave., Cleveland, OH 44106.

OPEN PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, free-standing	Work Surfaces, hung	Screens, Partitions	Files	Storage Units	Shelves	Business Machine/Computer Furniture	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Abstracta Structures	●	●	●		●		●	●						●						structural workstations systems
Acme Landscape Group	●		●	●	●	●	●	●	●	●	●	●	●	●		●	●	●		
Acoustical Partitions	●			●	●		●	●	●	●		●	●	●	●	●	●	●		custom
Acousti-Forms		●	●		●		●							●						desktop partitions
Acoustical Screens	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				
Aircoustic Wall	●				●				●	●		●					●	●		
Alka Structures	●		●	●	●												●			
All-Steel	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●		●		L-returns
Alma Desk	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		
American Seating Co.	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	Penboards
Amstore	●			●	●	●	●	●	●				●	●				●		
Artec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			●	
Artopex	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				removable fabrics
Aspects	●		●	●	●	●	●	●	●	●		●	●	●					●	
Atelier International	●		●		●	●	●	●	●	●				●		●				
Baker Furniture, Contract		●	●	●		●	●	●								●				
Best Imports		●						●								●				
Biltrite		●	●			●	●									●				
H.L. Birum	●				●			●		●			●	●	●			●		
Cado/Royal System	●	●	●	●		●	●	●						●	●					
Carter Co.	●			●	●	●	●	●	●	●	●	●		●						
Chairtex		●	●	●	●	●	●	●	●	●				●		●				
Checkmate	●			●	●			●	●	●	●	●				●	●			acoustical baffles
CI Designs	●	●	●		●	●	●	●	●		●	●		●						
Claridge	●			●	●		●	●		●	●									
Computer Accessory	●		●	●					●											
Concord Products	●	●		●	●		●	●	●	●	●	●	●	●		●	●			
Conwed	●	●	●	●	●	●	●	●			●	●	●	●	●	●				
Corry Jamestown	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●				
Cramer		●	●		●			●					●							
Croydon	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●			●	
DMO	●	●	●		●	●	●	●	●	●	●		●	●	●	●				
Danwood	●	●	●	●	●	●	●	●	●	●			●	●	●	●			●	
Datamate Furniture		●	●				●		●	●		●	●	●	●					movable pedestal
Davis Furniture Industries			●			●	●	●		●				●	●				●	
Delco		●	●		●				●											
Descience	●		●		●	●	●	●	●			●	●	●						
Designers View Group	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	
Design Group		●	●		●	●	●	●	●	●	●		●		●	●	●	●	●	



Executive Office Concepts
Circle No. 325.



Haworth
Circle No. 323.



Gunlocke
Circle No. 324.

iil International
Circle No. 326.





Rose Mfg.
Circle No. 328.

Pleion Corporation
Circle No. 329.



Packard
Circle No. 327.



OPEN PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, free-standing	Work Surfaces, hung	Screens, Partitions	Files	Storage Units	Shelves	Business Machine/Computer Furniture	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Discovery Systems		●	●		●	●	●	●	●	●				●	●	●	●		●	
Domore Office Furniture	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●			
Drier	●		●	●	●	●		●	●	●	●		●	●	●	●	●		●	
Dynmark Engineered Products	●			●	●		●	●		●										
Eppinger Furniture			●	●		●	●	●	●	●	●	●		●	●	●	●			
Esselte Pendaflex	●	●	●		●	●	●	●	●	●		●	●	●						
Executive Office Concepts	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●			
Flex-Y-Plan	●	●		●	●	●	●	●		●		●	●		●				●	
GF Business Eqpt.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			●	tri-circuitry
General Mica	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Glen O'Brien	●		●		●		●	●		●		●		●		●				
Gunlocke	●		●	●	●	●	●	●	●	●		●	●	●		●				
Haller Systems	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				
Hardwood House	●		●	●	●	●	●	●	●	●			●	●	●	●				
Harmon	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				
Harter	●	●	●	●	●	●	●	●	●	●	●	●	●	●					●	
Haskell		●	●			●	●		●											
E.F. Hauserman	●		●	●	●	●	●	●				●		●	●	●				
Haworth	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Haws	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Helikon Furniture	●	●		●	●	●	●	●	●	●		●	●	●	●		●	●		
Hemisphere Steel Products	●		●	●	●	●	●	●		●	●		●				●	●		
Hiebert	●	●	●	●	●	●	●	●	●	●		●		●	●	●				
HON	●		●	●	●	●		●	●					●						
Hough Mfg.	●			●	●			●		●	●									
ICF	●	●		●	●	●	●	●	●	●	●	●	●			●				
IKD			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
iiL International	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●				
Inotec			●			●	●	●	●				●							storage pedestals
Interflex Products	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●				
InterRoyal	●	●	●		●	●	●	●	●	●						●	●			
Intra Systems	●		●		●		●	●		●	●		●	●			●			
Invincible	●	●	●	●	●	●	●	●	●			●	●	●	●		●	●		computer support and moveable pedestals
JG Furniture	●			●	●	●	●	●	●	●		●	●	●	●	●	●			
Knoll International	●		●	●	●		●	●	●	●		●		●	●	●			●	
Kobi	●		●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	
Kombi	●		●		●		●			●		●		●						
LaMica		●	●			●	●	●	●							●				modular furniture

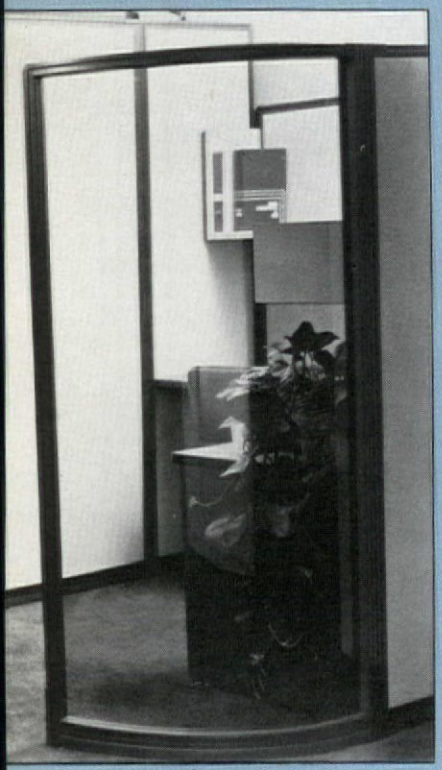
OPEN PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, free-standing	Work Surfaces, hung	Screens, Partitions	Files	Storage Units	Shelves	Business Machine/Computer Furniture	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Lehigh-Leopold		•	•	•	•	•	•	•	•	•			•	•	•	•	•		•	
Litton	•		•	•		•	•	•		•	•	•	•	•	•				•	
Lunstead Designs			•	•	•	•	•	•	•	•		•	•	•	•	•	•	•		
Luvan, Inc.		•	•			•			•	•		•								
Charles Mayer Studios	•	•		•	•		•	•		•	•									
Metalstand	•	•	•	•	•	•	•	•	•	•			•	•	•	•	•	•	•	
S.B. Michaels	•		•	•	•		•	•		•					•		•			custom reqs.
Herman Miller	•		•	•	•	•	•	•	•	•	•	•	•		•		•	•	•	
Mode Corp.	•		•	•	•	•	•	•	•	•	•	•	•	•	•				•	
Modernfold	•				•					•	•		•					•	•	windows
Modern Mode	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•	•		
Myrtle Desk		•	•	•		•	•	•		•					•		•			
Nelson-Adams	•			•	•	•	•	•	•	•	•	•	•	•	•		•			
Nightingale	•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Noise Control Products			•		•	•	•	•	•	•	•									
Norsons			•	•	•	•	•	•												
Nucraft Furniture	•		•	•	•	•		•	•	•	•				•					
OSI (Office Suites, Inc.)	•	•	•	•	•	•	•	•	•	•			•	•	•	•	•	•	•	
Omni Furniture Div. Hoover			•			•	•	•	•	•	•	•	•	•	•					
Open Office Products	•				•		•	•					•	•					•	
Optimum Mgmt.	•	•	•	•	•		•	•	•			•	•	•						
Opto	•				•			•												
Owens-Corning Fiberglas	•				•			•					•				•	•		
Pace Collection	•		•	•	•	•	•	•	•	•		•	•	•			•	•		
Packard	•			•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	glazed panels
Panel Concepts	•			•	•	•	•	•	•	•			•	•	•				•	
Pilot Woodworking	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	
Pleion	•		•	•	•	•	•	•	•	•		•	•	•	•				•	
Precision Integrated Ind.	•												•		•	•				
Precision Mfg.	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	flipper door cabinets
Primal Systems	•	•		•	•	•	•	•	•			•	•		•	•	•	•		
Harvey Probber		•	•		•	•	•	•	•				•	•	•	•	•			
Proform Furniture	•	•	•	•	•	•	•	•	•	•		•	•	•	•	•	•			
Ram Partitions	•		•	•	•	•	•	•	•	•	•	•	•	•	•				•	
Reff Products	•	•	•	•	•	•	•	•	•	•		•	•		•	•			•	

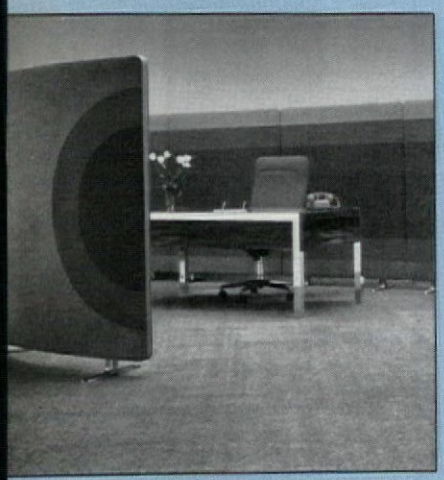
OPEN PLAN Total Systems

FIRM	Panel Components	Casegoods Furniture	Desks, free-standing	Work Surfaces, hung	Screens, Partitions	Files	Storage Units	Shelves	Business Machine/Computer Furniture	Pin-up Surfaces	Chalkboards	Paper Handling/Organizing Systems	Raceways	Built-in Power Distribution and Wire Management Systems	Task Lighting	Ambient Lighting	Coat Racks/Wardrobes (concealed)	Total Room Enclosures	Doors	Other
Rockaway Metal Products	●		●	●	●	●	●	●	●				●	●			●	●	●	
Roffman	●		●	●		●	●	●												
Rose Mfg.	●				●		●	●		●	●		●	●	●					
Rose-Johnson	●		●	●	●	●	●	●	●				●	●	●		●			
Rosemount	●			●	●	●	●	●	●	●		●	●	●	●					supported work surfaces
Scandiline	●	●	●	●	●	●	●	●	●	●		●			●		●			
Shaw-Walker	●	●	●	●	●	●	●	●	●	●			●	●	●	●	●			
Slater Corp.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Specbuilt	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Springer Penguin		●				●	●	●												
Steelcase	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	transaction work surfaces
Ste-Marie & Laurent	●		●	●	●	●	●	●	●	●	●		●	●	●	●	●			
Storagewall	●				●	●	●	●		●	●	●		●			●	●	●	
Storwal International	●	●	●		●	●	●	●	●	●	●	●		●			●			
Stow/Davis	●	●	●		●	●	●	●		●			●	●	●	●	●	●		
Structural Concepts	●			●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	
Sunar	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Systems Mfg.	●		●		●	●	●	●	●		●									
Tayco	●				●			●		●								●	●	
Taylor Evans	●			●	●	●	●	●		●			●	●					●	
Techniques In Wood	●			●	●	●	●	●					●	●	●					
Timbercraft	●				●					●			●	●					●	
Transwall	●	●		●	●	●	●	●		●	●		●	●	●	●	●	●	●	
Trendway	●		●	●	●	●	●	●	●	●	●	●	●	●			●	●	●	
Unicube					●		●	●	●								●	●		kiosks
Unique Concepts			●		●					●								●		
Unistrut Interior Bldg.	●				●													●	●	
Universal Building Systems	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	
Valli		●	●				●		●											
Watson Furniture	●	●	●		●	●	●	●	●	●	●	●		●	●	●				
Westinghouse ASD	●		●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	
Wood Design		●	●			●	●	●		●				●						
Xception Designs		●	●		●	●	●			●										

OPEN PLAN Space



Panel Concepts
Circle No. 330.



Vogel Peterson
Circle No. 331.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Abstracta Structures	to spec	to spec	●		steel frames	●	
Acme Landscape	40 to 80"	12 to 63"	●	.85 NRC		●	●
Acoustical Partitions	to spec	to spec	●	.95 NRC, 24 STC, 22 NIC	Class A	●	●
Acoustical Screens	56 to 72"	36 to 72"	●	.95 NRC NIC Class B, 21 STC	Class A	●	●
Adirondack Direct	36 to 72"	36 to 72"	●		Class A	●	
Aircoustic Wall	48 to 96"	24 to 96"	●	.85 NRC	flame sprd. 25, smoke dvlpd. 0, non-combustible	●	
Alka Structures	40 to 96"	to 48"	●			●	
All-Steel	33 to 78"	18 to 60"	●	.90 NRC, 20 STC	Class A	●	●
Alma Desk	30 to 68"	18 to 42"	●	.70 NRC 33 STC		●	●
American Seating Co.	32 to 80"	18 to 60"	●	.85 NRC, 20 STC NIC 21 flanking NIC 22 barrier	Class A	●	●
Amstore	42 to 76"	18 to 60"	●	.90 NRC	Class A	●	●
Aspects	42 to 80"	12 to 60"	●	.85 NRC	Class A	●	●
Artafax	to 120"	to 60"	●	.90 to 1.00 NRC	Class A	●	
Artec	36 to 78"	12 to 42"	●	.80 NRC	Class A	●	●
Artopex	41 to 78"	24 to 60"	●	.85 NRC	Class A, O ignition	●	●
Baker Furniture	30 to 84"	18 to 36"	●			●	●
Bangkok Industries	23⅝ to 94½"	23⅝"	●	.40-.80 NRC	Class A	●	
Benedetti	42 to 66"	18 to 48"	●	varies		●	
Joel Berman Associates	to spec	to spec	●	1.00 NRC	Class A	●	●
H.L. Birum	36 to 72"	12 to 62"	●	.85 NRC		●	
Brejtfus, Inc.	96"	96"	●			●	
Brewster	54 to 84"	36 to 96"	●	.85 NRC 19 STC	Class A	●	
Cado/Royal System	80"	multiples of 32¾"	●			●	
Carter	54 to 84"	24 to 96"	●	.90 NRC	Class A		●

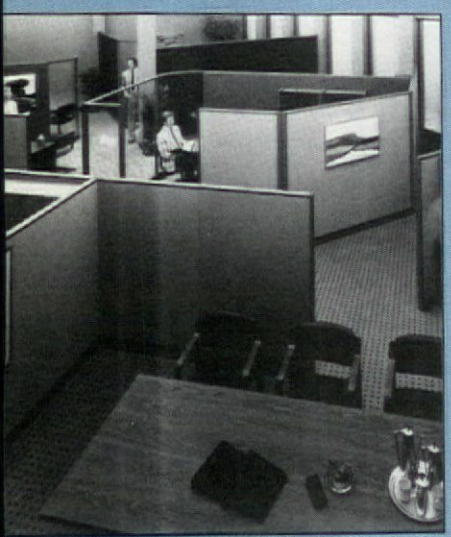
Dividers, Freestanding

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
						●						●			●	integral						●							●	●	●	
							●		●						●		●	●	●		●			●	●			●			●	
			●	●			●			●	●			●	●	steel feet oak, vinyl base board	●	●		●						●				●	●	
84"	●		●	●		●			●					●	●	steel	●							●	●		●			●	●	●
				●								●		●	●	clamp on legs		●						●				●				●
	●	●	●	●			●		●						●	cam lock	●		●			●	●	●			●	●		●	●	
				●			●		●						●	aluminum		●		●			●	●				●		●	●	
15"						●	●					●			●	hinge			●		●			●	●	●				●	●	
30"						●						●			●		●		●	●				●			●	●			●	
24"						●	●					●		●	●	steel	●							●	●	●	●			●	●	
24"				●			●		●						●	metal legs if used free standing	●	●						●	●				●		●	●	
24"			●			●	●		●	●			●		●		●		●					●				●				
	●		●							●					●	aluminum	●							●							●	
	●	●		●	●		●		●					●	●	aluminum and steel	●	●	●	●				●			●		●		●	
12"		●	●						●						●	ABS-PVC; extruded-aluminum legs	●							●	●					●	●	
		●					●							●	●	wood		●					●	●			●				●	
				●								●			●					●												
		●					●			●	●			●	●		●							●			●				●	
15" custom	●							●		●					●	vinyl	●							●							●	
			●	●					●	●			●		●	plastic and metal			●		●		●	●				●	●		●	
				●						●				●		glides and feet	●							●								●	
	●				●		●				●		●		●	spread feet, levelers	●	●	●					●				●		●		
				●		●								●	●	levelers			●							●						●	
			●		●		●			●			●		●		●		●	●			●	●		●		●			●	

OPEN PLAN Space



Panelfold
Circle No. 332.



Harter
Circle No. 333.



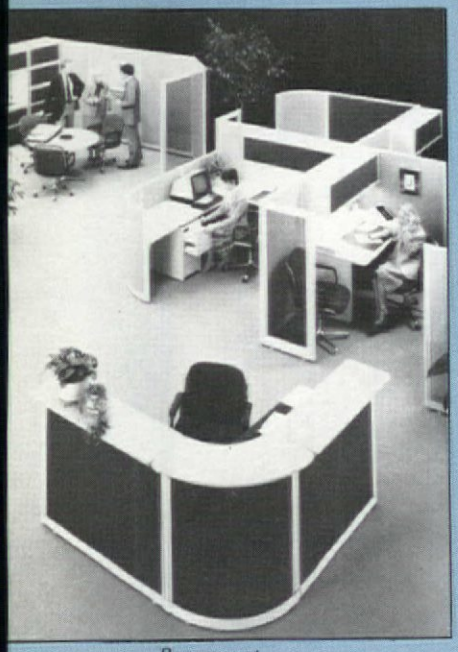
Ram Partitions
Circle No. 334.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Check-Mate Interior Systems	to spec	to 60"	●	.55 to .90 NRC	Class A	●	
Claridge Products & Equip.	to 80"	to 96"	●		Class A	●	●
Concord Products	36 to 84"	6 to 72"	●	.80 NRC	acoustical panel only	●	●
Contemporary Products	42 to 88"	12 to 62"	●	.90 NRC	Class A	●	
Conwed Corp.	32 to 72"	24 to 60"	●	.60 to .95 NRC, 30 STC	Class 1, ASTM E-84, FR-701	●	●
Corry Jamestown	30 to 66"	20 to 44"		.85 NRC, 21 STC	Class A	●	●
Cramer	48 to 72"	24 to 66"	●	.85 NRC		●	
Creative Dimensions	60 & 72"	24 to 48"	●	being compiled	NFPA STD. 701, ASTM-E-84		
Croydon Furniture Systems	54 to 72"	60 to 72"	●	.85 NRC	flame sprd. 15, fuel contr. 0, smoke dvlpd. 50	●	●
DMO	56 to 72"	24 to 72"	●	.85 NRC 28 STC	Class A	●	●
Danwood	29 to 80"	12 to 72"	●	.72 NRC	Class I	●	●
Design Group	62 to 69"	24 to 72"	●	.90 NRC 30 STC	some items	●	
Designers View	to spec	to spec	●	to spec	to spec	●	●
Discovery Systems	30 to 72"	20 to 42"	●	.75 NRC		●	
Domore Office Furniture	32 to 74"	16 to 64"	●	.99 NRC, 30 STC	Class A	●	●
Dynmark	54 to 72"	24 to 72"	●	.85 NRC		●	●
Eppinger	51 to 75½"	20 to 36"	●	.55 to .95 NRC		●	●
Esselte Pendaflex	36 to 60"	20 to 60"	●	.85 NRC	fire retardant Class A	●	
Executive Office Concepts	42 to 80"	18 to 60"	●	.80 NRC	Class A	●	
Flex-Y-Plan	42 to 96"	24 to 60"	●	Class A speech privacy, .85 NRC	Class A	●	●
General Mica Corp.	66"	18 to 36"				●	
GF Business Eqpt.	32 to 79"	12 to 48"	●	.85 NRC 32 STC	Class A	●	●
Global Upholstery	54 to 78"	60 & 72"	●	.90 NRC	ASTM E-84 flame-sprd. 15 smoke dvlpd. 15 fuel contr. 5	●	●

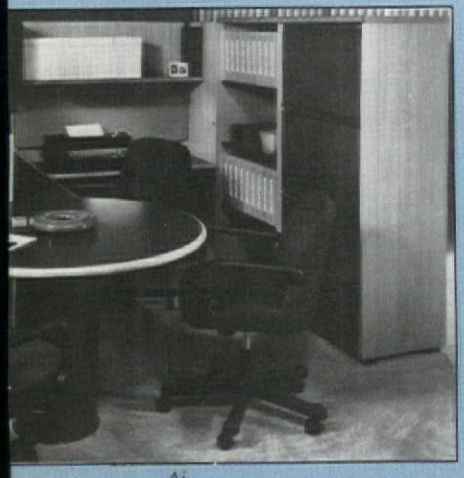
Dividers, Freestanding

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
			●	●	●		●		●	●	●		●		●	stainless steel	●		●					●				●		●	●	
				●	●				●						●			●						●				●	●		●	
24 &84"	●	●	●	●	●	●			●	●	●				●	vinyl & steel	●	●	●	●		●	●	●	●		●	●	●		●	
	●												●		●	steel, aluminum, plastic	●					●	●	●	●			●			●	
24"							●			●					●	stainless steel	●	●						●						●		
						●				●					●	polished chrome	●							●						●	●	
						●				●					●	cast aluminum	●							●						●		
		●			●		●		●						●	steel foot								●							●	
			●	●							●					chrome posts & feet	●							●							●	
30"							●			●	●			●	●	chrome or painted	●							●			●			●		
	●	●	●	●	●				●					●	●		●		●					●	●		●	●			●	
			●		●									●	●		●							●			●				●	
to spec	●						●		●					●	●	to spec	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
				●							●			●	●			●						●			●	●				
24"						●	●		●						●		●		●				●	●		●	●	●	●			
			●						●				●		●	plastic	●							●						●	●	
48 to 84"			●	●						●			●		●			●	●			●	●			●	●				●	
			●			●			●						●	cold-rolled steel feet	●							●							●	
18, 30"			●			●				●				●	●	formed steel				●				●			●		●	●	●	
24,60"						●			●				●		●	glides, stabilizer	●		●				●	●						●	●	
							●											●													●	
24"			●	●	●	●						●	●		●	steel glide, posted base	●		●					●	●	●	●			●	●	
84"			●			●				●	●		●		●	adjustable glides, barstock feet	●				●			●							●	

OPEN PLAN Space



Rosemount
Circle No. 335.



Ai
Circle No. 336.



Myrtle Desk
Circle No. 337.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Grillion	to spec	to spec	●			●	●
Gunlocke	29 to 79"	20 to 42"		.85 NRC STC tba		●	●
Hardwood House	42 to 80"	18 to 42"	●	.85 NRC, 24 STC	ASTM E-84	●	●
Harmon	42 to 78"	24 to 42"	●			●	●
Harter	42 to 83"	20 to 60"	●	.85 NRC NIC 22 Flanking, NIC-21 Barrier, 28 STC	Class A	●	●
E.F. Hauserman	48 to 75"; full height	14 to 46"	●	NRC varies	Class A	●	
Haworth	42 to 80"	12 to 60"	●	.90 NRC 29 STC	Class A	●	●
Haws	40 to 72"	16 to 64"	●	.99 NRC	Class A	●	●
Helikon Furniture	29 to 72"	20 to 79"	●	.85 NRC	Class A	●	●
Hemisphere Steel Products	39 to 84"	12 to 72"	●			●	●
Hiebert	30 to 74"	12 to 72"	●	33 STC .85 NRC		●	●
Hon	53 to 73"	15½ to 62"		.80 NRC	Class A	●	
Hoover Systems	48 to 78"	24 to 72"		.85 NRC 20 NIC	flame sprd. 5, fuel contr. 10, smoke dvlpd. 0	●	
ICF	83 to 138"	23½ to 39½"	●	.42 to .50 NRC	F30	●	
IKD	40 to 72"	16 to 64"	●	.99 NRC	Class A	●	●
iii International	42 to 69"	24 to 48"	●	.85 NRC	ASTM	●	●
InterRoyal	47 to 72"	18 to 60"	●	.85 NRC	Class A	●	●
Intra Systems	48 to 96"	12 to 72"	●	.80 NRC	Class A	●	●
JG Furniture	30 to 78"	22 to 60"	●	.95 NRC, 29 STC	Class A	●	●
Knoll Intl.	42 to 72½"	18 to 36"	●	.75 NRC, 25 STC		●	●
Kobi	43 to 80"	18 to 60"	●	.85 NRC	Class A	●	●
Lehigh-Leopold	62 to76"	18 to 72"	●	.80 NRC	Class C	●	
Litton/LBF	34 to 84"	12 to 60"	●	.80 NRC	Class A	●	●

Dividers, Freestanding

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
30"		●	●	●	●		●	●					●	●	●	steel	●	●	●	●				●			●			●		●
							●							●	●																	
24"	●								●					●	●	metal base	●	●						●	●					●	●	
			●				●										●		●	●				●			●			●	●	
							●							●	●		●		●					●	●		●			●	●	
	●					●							●		●	universal post-360° connection	●							●	●	●		●		●	●	
24"	●	●	●	●	●	●	●		●						●	vinyl raceway, polycarbonate glides	●		●					●	●	●		●		●		
	●		●	●	●	●	●		●					●	●		●	●	●	●	●			●	●		●	●		●	●	
20"	●		●				●		●	●				●	●	extruded anodized aluminum	●			●				●	●		●				●	
	●		●	●	●	●	●		●	●	●	●	●		●		●	●	●	●	●		●	●	●	●	●	●		●	●	●
			●	●			●			●				●	●		●			●				●			●		●	●	●	
80"	●		●			●			●	●	●		●	●	●	adjustable leveling glides	●							●							●	
						●											●							●							●	●
			●		●								●		●	adj. ft.		●			●						●	●		●	●	●
24 & 30"			●	●	●	●	●		●					●	●	16-gauge steel	●		●					●	●		●	●		●	●	
			●				●											●						●						●	●	
			●			●	●			●				●	●	polished steel	●							●						●	●	
24"	●		●	●	●	●			●						●		●	●	●				●	●	●			●			●	
29"				●						●					●	power or sled leg base	●				●			●						●	●	
36"							●							●	●		●	●	●								●				●	
24"				●		●							●		●		●	●						●	●		●	●			●	
														●	●	plastic base, steel channel		●						●				●			●	
					●							●			●				●				●	●	●	●					●	

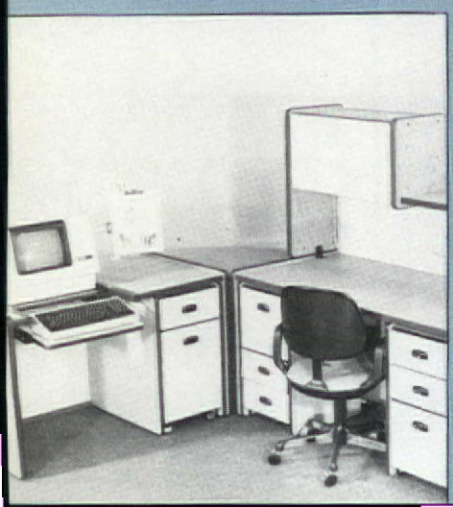
OPEN PLAN Space



Alka Structures
Circle No. 338.



Acme Landscape Group
Circle No. 339.



Watson Furniture Systems
Circle No. 340.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Lunstead Designs	44 to 80"	21 to 48"	●	.85 NRC, 24 STC		●	●
MRS Interior Systems	to 120"	to 48"	●	.75 to .95 NRC	Class A incombustible	●	●
Major Partitions	to 72"	to 48"	●	.48 NRC	Class 1	●	
Charles Mayer Studios	to spec	to spec	●			●	
Metalstand	42 to 80"	20 to 48"	●	.90 NRC		●	●
S.B. Michaels	to spec	to spec	●	.80 NRC	none	●	●
Herman Miller	34 to 96"	12 to 48"	●	.95 NRC	Class A	●	●
Mode	48 to 84"	12 to 72"	●	.85 NRC	Class A	●	●
Modern Mode	29,42,68,78"	18 to 48"	●	.85 NRC, 23 STC	meets flammability reqs. in state of Calif.	●	
Modernfold	to spec	to 48"	●	.75 NRC 35 & 40 STC	Class A	●	
Nelson-Adams	42 to 72"	30 to 72"	●	.85 NRC	Class A NFPA	●	●
Nemcon Modular Systems	various	various	●			●	●
Nightingale	39 to 80"	24 to 72"	●	.80 NRC 22 NIC	Class A	●	●
Noise Control Products	to 144"	to 60"	●	.85 to 1.0 NRC	Class A	●	●
Nucraft Furniture	53 to 80"	18 to 36"	●	.85 NRC	Class A	●	●
Glen O'Brien Partition	48 to 78"	12 to 60"	●	.85 NRC, 19 NIC	Class A	●	
Office Suites Inc. (OSI)	42 to 78"	18 to 48"	●	.90 NRC	UL listing	●	●
Omni Products	48 & 60"	36 & 48"	●			●	
Open Office Products	to spec	to spec	●	.85 NRC, NIC 21, NIC Flanking 23	Class A	●	●
Optimum Management	42 to 68"	to spec	●			●	●
Opto	to spec	to spec	●			●	●
Owens-Corning Fiberglas	36 to 78"	8 to 60"	●	.85 NRC	Class A	●	
Pace Collection	59"	36 to 48"			Class A	●	
Packard	40 to 84"	18 to 63"	●	.55 NRC	Class A	●	●

Dividers, Freestanding

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
½"		●	●	●			●			●	●	●	●		●	chrome, brass, wood	●			●				●			●	●		●	●	
		●					●			●					●		●			●		●	●	●							●	
		●			●				●						●		●		●				●	●			●				●	
66"	●			●					●	●				●		rigid pin connectors		●		●				●			●	●		●	●	
						●							●		●		●							●							●	
	●		●		●	●				●					●		●							●			●			●	
24"	●		●	●			●		●	●		●		●	●		●	●	●					●			●	●	●	●	
				●											●		●						●	●	●			●			●	
18, 36, 48"				●			●			●				●	●		●	●						●	●		●			●	●	●
24" 66"	●												●		●	self-contained	●						●	●			●	●				●
							●							●	●		●							●						●	●	
				●											●														●			
12" & 84"						●			●				●	●	●	continuous electrical wire way; extruded vinyl floor	●							●	●						●	
	●		●					●		●					●	leveling glides	●					●		●				●	●	●	●	●
							●							●	●		●							●						●	●	
12, 24 & 30"				●	●		●		●					●	●	metal on wood	●	●						●				●			●	
				●					●						●		●	●	●	●	●			●	●		●			●		
																		●	●					●						●		
84"					●									●	●	steel	●	●						●	●						●	
					●	●						●		●	●		●	●						●						●	●	
						●						●																				●
24"	●		●						●						●	leveling glides concealedraceway	●							●						●	●	●
	●			●		●	●		●	●		●		●		metal								●							●	
					●							●			●	steel with snap-off cover			●					●	●	●		●	●	●	●	●	

OPEN PLAN Space



Hiebert
Circle No. 341.



Optimum Management Systems
Circle No. 342.



Aspects
Circle No. 343.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Panel Concepts	40 to 84"	12 to 84"	●	.95 NRC 20 STC	Class A	●	●
Panelfold	ceiling	to spec		.85 NRC 48 STC	flame sprd. A	●	
Peter Pepper Products	66 & 84"	20 & 42"	●				●
Pleion	42 to 80"	20 to 72"	●	.85 NRC variable STC	Class 1	●	●
Polychromic Designs	54 to 72"	36 to 60"		.55 NRC	Class A	●	
Precision Integrated Ind.	to spec	to spec	●		steel frames	●	
Precision Mfg.	56 to 72"	18 to 78"	●	.85 NRC, 27 STC	ASTM E-84-70, ASTM-C423-66	●	●
Prima Products	36 to 120"	12 to 108"	●	.91 NRC	Class A	●	●
Primal Systems	29 to 80"	12 to 72"	●	.86 NRC	Class A on certain types	●	
Ram Partitions	to 72"	60 to 72"	●	.90 NRC	Fabric flame sprd. 15, fuel contr.0 & 5; smoke dvlpd. 20 & 50.	●	●
Reff Products	41 to 80"	16 to 48"	●	.90 NRC, 20 STC	28	●	●
Rockaway Metal Prods.	to 84"	to 72"				●	
Rose Mfg.	42 to 72"	24 to 60"	●	.85 NRC	Class A	●	●
Rose-Johnson	60 to 64"	to spec	●	.85 NRC 28 STC NIC Class B	Class A	●	●
Rosemount Office Systems	43 to 73"	12 to 60"	●	.70, .75 .85 NRC	Class A	●	●
Rudd Intl.	30 to 96"	15 to 30"	●			●	
Scandiline	55 to 75"	12 to 48"	●	being compiled	being compiled	●	
Shaw-Walker	40 to 80"	19 to 42"	●	NIC 21 Flanking NIC 24 Barrier	flame sprd. 20.5 fuel contr. 0, smoke dvlpd. 44.3	●	●
Shelmark Ind.	48 to 72"	12 to 60"	●	.75 NRC		●	●
Slater Corp.	to spec	to spec	●			●	●
Space Wall Systems	60 to 72"	36 to 60"	●	.85 NRC	Class A	●	●
Spec-Built	to spec	to spec	●			●	●
Steelcase	42 to 75"	18 to 60"				●	●
Ste-Marie & Laurent	62 & 75"	20 to 62"	●	.80 NRC 27 STC		●	

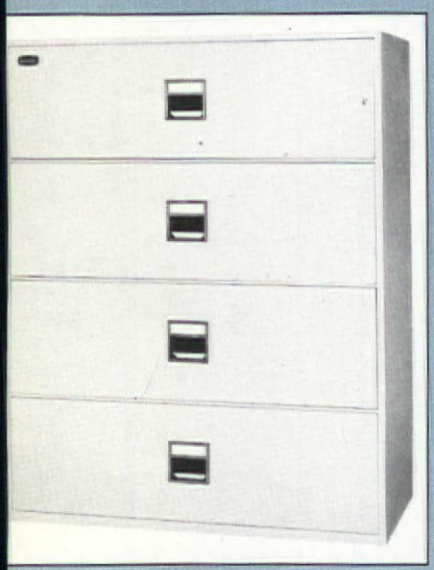
Dividers, Freestanding

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERIAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
24 & 60"	●								●					●	●	adj. feet	●						●	●	●			●			●	
	●								●						●						●		●	●			●	●		●	●	●
							●					●			●					●							●			●		
24"			●		●							●			●	steel	●		●					●				●			●	
						●							●		●		●	●				●		●						●	●	●
						●						●			●										●		●	●	●	●	●	
54 & 84"	●		●	●			●			●	●		●	●	●	cast bases chrome or epoxy or PVC	●			●		●		●	●			●			●	
24to 48"			●				●							●	●	adjustable glides	●						●	●	●		●	●			●	
	●	●	●				●		●	●				●	●		●		●	●				●	●		●				●	
96"						●							●		●	steel glides and/ or feet	●							●						●	●	
24"					●	●								●	●	metal	●		●					●	●		●				●	
						●						●			●				●						●	●						●	
24 & 30"			●				●			●				●	●		●							●							●	
							●							●	●		●							●							●	
24 & 96"	●		●	●		●	●	●	●						●		●							●			●		●	●	
15"										●		●			●	steel straps, casters, adj. glides				●				●			●	●				
														●	●				●		●							●				
										●		●			●	steel			●					●								
60"	●	●														steel						●							●			
									●	●		●	●	●	●		●	●	●	●			●	●	●	●	●	●				
										●				●	●	adjustable steel feet	●							●								
																														●	●	
												●			●	steel	●	●	●						●		●	●				
									●	●						steel, chrome					●			●			●					

OPEN PLAN Space



McDonald Products
Circle No. 344.



Meilink Safe Co.
Circle No. 345.

Firm	Height	Width	Custom Capability	Acoustical Ratings	Fire Ratings	SHAPE straight	SHAPE curved
Storagewall	48 to 96"		●			●	
Storwal Intl.	31 to 78"	18 to 67"	●	185±, .65 NRC	flame sprd. 15 fuel contr. 0 smoke dvlpd. 50	●	
Stow/Davis	57 & 70"	30 to 66"	●	.85 NRC	Class C-200	●	
Structural Concepts	to 96"	to 60"	●	.80 NRC	Class A on fire-rated panels	●	●
Sunar	29 to 83"	20 to 64"	●	.86 NRC	ASTM E-84-7	●	●
Syma Structures	to 107"	to 50"	●			●	●
Tayco	54 to 90"	24 to 72"	●	.90 NRC	Class A	●	●
Taylor-Evans	55 to 72"	48 to 72"	●	.95 NRC	Class A	●	
Techniques In Wood	60 & 72"	36 to 72"	●	.90 NRC	Class A	●	●
Timbercraft	37 to 85"	26 to 50"	●			●	
Transwall	42 to 72"	to 72"	●	.85 NRC	Class A	●	
Trendway	42 to 84"	12 to 60"		.85 NRC, 23 STC	Class A	●	●
Unicube	to 60"	to 60"	●			●	●
Unique Concepts	to spec	to spec	●	.90 NRC	Class A		
Unistrut	96 to 144"	1¾ to 3¾"	●	being compiled	being compiled	●	●
Universal Building	36 to 78"	24 to 120"	●	.85 NRC	ASTM E-84 Class A	●	●
Vaughan Walls	to 72"	to spec	●	.85 NRC, 27 STC	incombustible construction, fire-retardant fabric-Class A	●	●
Virginia Metal	42 to 66"	12 to 60"	●		Class A	●	
Vogel-Peterson	55 to 75"	48 to 72"	●	.55 & .90 NRC 24 STC	Class A	●	●
WDID	84 to 96"	48"	●	varies	varies	●	●
Walker Systems	48 to 96"	48 to 96"	●			●	
Watson Furniture	42 to 78"	18 to 48"	●			●	

Dividers, Freestanding

radius	INNER FRAME CONSTRUCTION: aluminum	fiberboard	fiberglass	particleboard/hardboard	honeycomb	steel	wood	other	EDGE TRIM: aluminum	fabric	self-welt	steel	vinyl/plastic	wood	provisions for interlock	Base Hardware	CORE MATERAL: fiberglass	hardboard/flakeboard	honeycomb	wood	mineral wool	other	OUTSIDE: carpet	fabric	glass	steel	wood	vinyl/plastic	other	LEVEL ADJ.: horizontal	vertical	self-adjusting
		●		●	●		●			●			●	●	●	steel, wood	●			●			●	●			●					●
										●					●		●							●								
												●			●					●							●					
24 & 30″												●	●		●	metal	●	●			●		●	●	●		●	●				
12″										●				●	●	steel	●		●					●			●					
									●						●	aluminum					●								●			
						●			●	●			●	●	●	steel	●							●						●		
66″										●	●			●	●		●							●								
80″											●		●	●	●		●							●								
														●	●	spline		●	●					●				●				
									●			●			●	adj. feet	●		●		●		●	●		●		●				
														●			●		●		●			●								
				●						●					●	bases, legs, leg assembly								●								
									●									●	●				●	●				●				
					●	●				●	●		●	●	●	adjustable feet, glides	●	●						●	●		●	●		●	●	
82″										●			●	●	●	adjustable metal	●							●								
												●			●	adjustable metal chrome feet			●							●							
									●	●			●	●	●	aluminum, adj. glides	●	●	●			●		●								
varies									●			●			●	bolting	●	●	●	●	●		●	●	●	●	●	●				
	●								●						●	steel						●							●			●
				●									●		●			●					●		●			●		●	●	

OPEN PLAN Acoustical Panels,

FIRM	CORE MATERIAL: Fiberboard	Fiberglas	Honeycomb	Particleboard	Wood	Mineral Fiberboard	Custom	Other	OUTSIDE MATERIAL: Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	SIZES	SHAPE (S): Curved	Flat	Rectangular
A & B Architectural							●						●			●	●	●
Acme							●		●									●
Acoustical Partitions		●			●		●		●				●	●	to spec	●	●	●
Acoustical Screens	●				●		●		●		●		●		to spec		●	●
Alka Structures				●	●				●		●	●	●		48 x 96"		●	●
Armstrong World						●			●						30 x 108" (120" opt.), 24 x 108", appliques: 24 x 48" & 24 x 72"		●	●
Artafax Systems		●							●			●		●	to 60 x 144", custom	●	●	●
Aspects		●							●	●		●		●	42 to 80" high 12 to 60"wide	●	●	●
Bangkok Industries								●							23⅜" wide x 23⅜" or 47¼" or 94½" high			●
BLI		●					●		●	●	●	●	●	●	to spec	●	●	●
Joel Berman Associates	●	●							●			●	●		to spec	●	●	●
Brejtfus, Inc.	●						●	●	●						48 to 96"		●	●
Brewster	●	●							●						48 to 96" h., 24 to 48" w.		●	●
Cado/Royal				●							●				31½" w. to 110" h.		●	●
Capaul Ceilings, div. Acoustiflex		●							●			●	●		up to 60 x 120"	●	●	●
L.E. Carpenter		●							●			●					●	●
Carter		●					●		●	●		●	●		24 to 96"		●	●
Check-Mate Interior Systems		●					●		●			●	●		to spec		●	●
Concord Products	●	●			●	●			●			●			48 x 60" to 60 x 96", custom		●	●
Contemporary Products		●					●	●	●				●		18 to 108" h., 18 to 48 w.		●	●
Control Electronics	●						●		●			●				●	●	●
Conwed		●				●			●						custom		●	
Crossbow		●			●		●	●	●		●		●	●	to spec	●	●	●
Decoustics		●		●			●		●		●	●	●		to spec	●	●	●
Designers View		●			●		●	●	●		●		●	●	to spec	●	●	●
Discovery Systems		●					●		●				●		varies		●	
Domore		●			●				●						32 x 48"; 32 x 24" w.		●	●
Dynmark		●					●		●				●			●	●	
Esselte Pendaflex		●							●									●
Executive Office Concepts					●				●		●			●	42 to 80" h. 18 to 60" w.	●	●	●

Wall-Mounted

	Square	Custom	ACOUSTICAL RATINGS (Specify NRC, NIC, STC, other)	FIRE RATINGS
	●	●		ASTM E-136-173
	●	●	.85 NRC	
	●	●	.85 NRC	Class A
	●	●	.95 NRC	ASTM E-84-70
	●	●		
		●	.55 to .85 NRC	fire retardant, flame sprd. 25
	●	●	.90 NRC	Class A
	●		.85 NRC	Class A
			.40 to .80 NRC	Class A
	●	●	.75 & .80 NRC	Class 25 incombustible
	●	●	NIC 27	Class A
	●	●	.85 NRC	
		●	1.00 NRC	Class A
			varies	varies
	●	●	.85 NRC	Class I
			.85 NRC	
	●	●	.90 NRC	Class A
	●	●	.55 to .90 NRC	Class A
			.80 to .90 NRC	
	●	●	.95 NRC	flame spd. 0 fuel contrib. 0 smoke devel. 15
	●	●	.85 NRC	
		●	.65 & .95 NRC	Class 1, ASTM E-84
	●	●	to spec	
	●	●	varies	Class A, ASTM E-84
	●	●	to spec	to spec
	●	●	.75 NRC	flame sprd. less than 25, Class A
			.85 NRC	
	●	●	.80 NRC	Class A



Artafax
Circle No. 346.



Alma Desk
Circle No. 347.

OPEN PLAN Acoustical Panels,

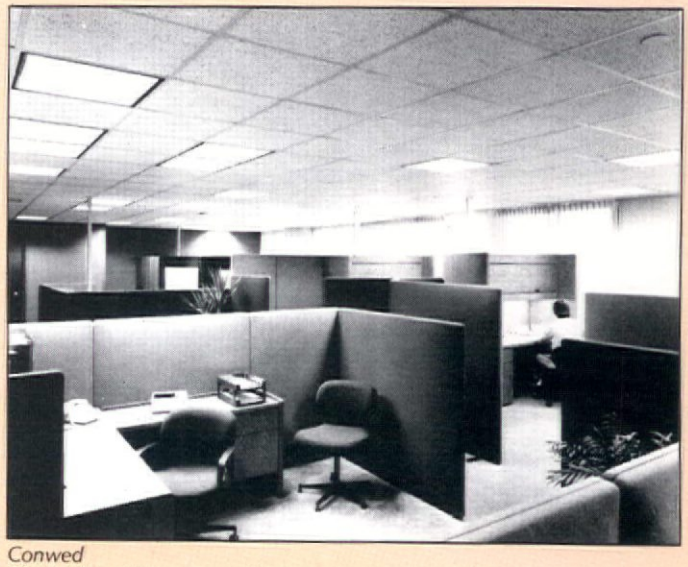
FIRM	CORE MATERIAL: Fiberboard	Fiberglas	Honeycomb	Particleboard	Wood	Mineral Fiberboard	Custom	Other	OUTSIDE MATERIAL: Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	SIZES	SHAPE (S): Curved	Flat	Rectangular
Forms & Surfaces		●	●					●		●				●	24 x 92″ and 24 x 115″		●	
GF Business Eqpt.		●			●				●						14 x 24 to 60″, 28 x 24 to 60″		●	
Glen O'Brien		●							●						to spec		●	●
Grillion			●		●											●	●	●
Haller Systems		●							●								●	●
E.F. Hauserman		●							●			●					●	●
Helikon		●							●		●				29 to 72″	●	●	●
Hemisphere Steel Products	●	●	●	●	●	●	●		●	●	●	●	●		various	●	●	●
Hiebert		●							●						to spec		●	●
Hooker Noise Control		●					●		●			●			to spec	●	●	●
Hoover		●					●		●								●	●
Hough	●		●	●	●				●			●	●	●	to spec	●	●	
Hunter Douglas		●								●				●			●	
ICF (International Contract Furnishings)				●		●					●	●			39½″, 42½″, 47¼″		●	●
Insul-Art Acoustics		●					●	●	●			●	●	●	60 to 144″	●	●	●
InterRoyal				●							●				to spec	●	●	
Invincible			●					●	●					●	42 to 78″			●
JG Furniture Systems		●				●			●						30 to 78″ and 22 to 48″ w.		●	●
Kobi	●	●			●	●			●	●	●	●	●		standard per panel sizes		●	●
Lehigh-Leopold	●	●	●	●	●	●			●		●		●		62 and 76″h., 22 to 66″w.		●	●
Litton		●							●						54″ to 84″h., 18″ to 60″w.			●
Lunstead		●		●					●		●					●	●	●
S.B. Michaels		●							●						to spec		●	●
Modernfold		●							●				●		48 x 48″ to 48 x 144″		●	●
MRS Interior Systems	●	●		●	●	●	●		●				●		up to 48″ w., up to 120″ h., custom	●	●	●
Nelson-Adams		●							●						24 x 48″ to 60 x 120″		●	
Noise Control Products		●					●	●	●			●	●		6 x 6″ to 60 x 144″	●	●	●
Open Office Products		●			●		●		●				●				●	
Owens-Corning Fiberglas		●							●						24 to 36″ w., 60 & 72″ h., custom		●	

Wall-Mounted

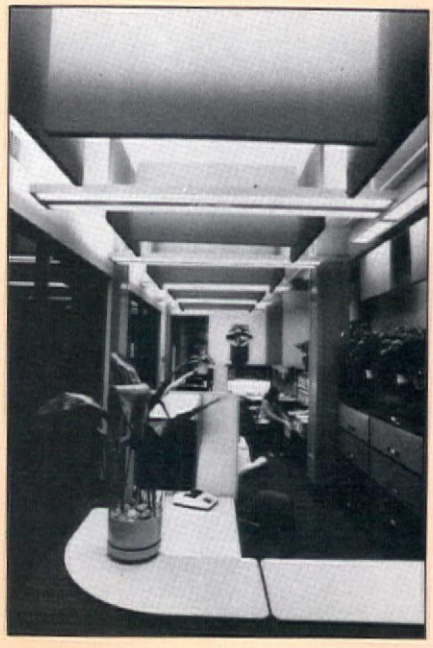
Square	Custom	ACOUSTICAL RATINGS (Specify NRC, NIC, STC, other)	FIRE RATINGS
	•	.85 NRC	Class A
•	•	.95 NRC	Class A
•	•		
•	•		
•	•	.70 to .95 NRC	
•	•	.85 NRC	Class A
•	•		
	•		ASTM-E-701
•	•	.95 NRC	Varies
•	•	NIC 20 and 25	Flame sprd. 5 Fuel contrib. 10 Smoke dvlp. 10
•	•		
		.65 to .70 NRC	
•	•	38 db to 46 db	F30
•	•	to 1.00 NRC	Class A
		to spec	to spec
	•	.90 NRC	Class A
		.95 NRC, 29 STC	Class A
•	•	.85 NRC	Class A
•	•	on request	on request
		.80 NRC	
•	•	.85 NRC, STC 24	Pending
		.80 NRC	
•	•	.75 NRC	Class A
•	•	.75 to .95 NRC	Class A
		.85 NRC	Class 1
•	•	.75 to 1.00 NRC	Class A
		.85 NRC, 21 NIC, NIC 23 flanking	Class A, flame sprd. 10, fuel cont. 0, smoke dvlp. 10
		NIC 20 Barrier, NIC 23 Flanking	flame sprd. 25, smoke dvlp. 100



Timbercraft
Circle No. 348.



Conwed
Circle No. 350.



Insul-Art Acoustics
Circle No. 349.

OPEN PLAN Acoustical Panels

FIRM	CORE MATERIAL: Fiberboard	Fiberglas	Honeycomb	Particleboard	Wood	Mineral Fiberboard	Custom	Other	OUTSIDE MATERIAL: Fabric	Steel	Veneers	Vinyl/Plastic	Custom	Other	SIZES	SHAPE (S: Curved	Flat	Rectangular
Panel Concepts		○							●						to spec			○
Peabody Noise		○					○		●						24 to 48″, 48 to 120″, to spec		○	
Pleion		○	○						●	●					42″ to 80″ h. 20″ to 72″ w.	○	○	
Polychromic Designs	○					○			●				●		to spec		○	○
Precision Mfg.		○		○	○		○		●			●	●		to 48 x 120″	○	○	○
Prima Products		○					○		●						24″ to 96″ height 24″ to 96″ width		○	○
Rose Mfg.	○								●				●		to spec		○	○
Rose Johnson		○							●								○	
Shaw-Walker	○								●						to spec		○	
Sempatap, Inc.								○						●	rolls 36″ x 42″			
Steelcase	○								●						18″-45″ w. 65″ h.		○	○
Sonotrol Systems		○							●			●	●		standard to 47½ x 118″ h., custom ½ to 3½″ thick	○	○	○
Specbuilt							○						●		custom			
Stow/Davis		○							●						30 to 60″ widths, to 60″ height		○	
Structural Concepts		○							●						to 60″ by 96″		○	
Taylor Evans		○					○		●			●	●			○	○	○
Techniques in Wood		○								●					custom			○
Unique Concepts						○			●						to spec	○	○	○
Universal Building Systems		○		○					●			●	●		to spec		○	○
Vaughan Walls		○					○		●				●		width to spec, height to 96″		○	○
Vogel-Peterson		○							●						up to 60″ x 180″ custom up to 60″ w. x 108″ h.			○
Westinghouse	○								●								○	○

Wall-Mounted

	Square	Custom	ACOUSTICAL RATINGS (Specify NRC, NIC, STC, other)	FIRE RATINGS
	●		.65 NRC	Class A
			.85 NRC	ASTM E-84 flame sprd. 25, smoke dvlp. 50, fuel contr. 25
			.85 NRC	Class A
	●	●	.85 & .95 NRC	Class A
	●	●	.85 NRC	ASTM E-84-70
	●	●	.91 NRC	Class A
	●	●	.70 NRC	Class A
	●	●	.80 NRC	Class A
			impact sound-absorption 31db, sound-absorption .58 at 1,000 Hz	flame sprd. 10, fuel contr. 15, smoke density 5
				varies
	●	●	.50 to 1.00 NRC	Class A
		●	.75 NRC	fire retardant available
			.85 NRC	varies
			.80 NRC	Class A
	●	●	.95 NRC	Class A
			.80 NRC	Class A
	●	●		
	●	●	.85 NRC	Class A, ASTM-E-84
	●	●	.75 NRC	incombustible construction, fire-retardant fabric-Class A
	●		.85 NRC	Class A
		●	NIC 21	



Pouliot Designs
Circle No. 315.



Packard
Circle No. 362

OPEN PLAN Plants & Planters

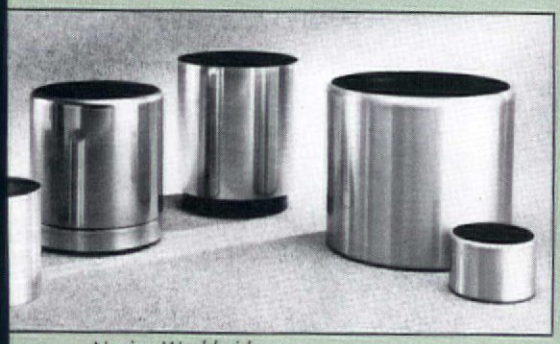
FIRM	PLANTS: Artificial	PLANTS: Live	PLANTS: Preserved, Dried	PLANTS: Maintenance Services	PLANTERS: SIZES	PLANTERS: MATERIALS	PLANTERS: Self-watering
Architectural Fiberglass					9 to 100"	reinforced fiberglass, 18 colors, 3 textures	
Architectural Greenery Ltd.		●		●			
Architectural Pottery					8 to 36" diam.	glazed ceramic, stoneware	
Architectural Specialty					12 to 84" diam., square, rectangular	fiber-reinforced cement, fiberglass	
Architectural Stoneware					10" x 12 to 24" x 21"	ceramic stoneware	
Architectural Supplements					18" diam. x 9" h.	aluminum	
Artifax					Round, square, 6 to 48" h.	mirror, metal, Mylar	
B.P.C.					6 x 6" to 22 x 20"	seamless, spun aluminum, bronze	
Barrier	●				16 to 60" diam.	fiberglass, polyester, stone	
Best Imports					varies	brass	
Beylerian					7⅛ to 24" diam., 6 to 13" h., square, rectangular	polyurethane, ABS plastic	
Botanix	●						
L. Paul Brayton Ltd.					12 to 48" diam.	synceram	
Bridge Plaza Greenhouse & Gardens		●					
Brueton			●		12 to 24" rd., sq., 12 to 36" h., custom	stainless steel	
Built Chemical					8 to 22" diam.	Builtstone-polyester	
Business Accessories					8 x 20" to 18 x 18", cylinder, floor, credenza	brass, bronze, plastics, fiberglass	
Cee Kay					planter dollies 15½" diam., 10" triangular	solid Fiberesin plastic	
Celebrate Nature Designs	●	●	●	●	all	metal, fiberglass, reinforced plastic, terra cotta, wood	●
Ceralon Lamps & Plants	●		●		6 to 16"	Ceralon	
Ceramacor					20 to 40" rd. or sq.	fiberglass, cement	
Chingos & Sons			●				
Everett Conklin Intl.	●	●	●	●	stand, custom	glass, wood, fiberglass, ceramic clay, plastic, aluminum, brass, baskets, custom	●
Corham Art Flower Co.	●		●				
Designplace Furniture Mfg.					12 to 54" sq.	oak, metal frame	
Design-Technics					many sizes	ceramic	
Design Treeline	●		●		4 to 18" diam., 6 to 42" h.	vinyl, suede, fabric, metallic brass & chrome	
Earthgender					8 to 32" diam., 6 to 30" h.	stoneware	
Earthly Delights	●	●	●		4 to 55" diam.	terra cotta, ceramic, plastic	
Ego Designs					8 to 19"	brass, chrome, vinyl leather	
Farmer Grey's Potted Plants		●		●			
Finealum					all to 68"	aluminum, 8 std. finishes	
Finesse Originals					various	fiberglass	
Florenco Foliage Systems	●	●	●		various sizes	various materials	●
Foliage Plant Systems	●	●	●	●	all	fiberglass, baskets, ceramics, metal, wood, plastic	●
Forms & Surfaces					various sizes	wood, bonded bronze	



TSAO Designs
Circle No. 308



The Walton Co.
Circle No. 309.



Nevins Worldwide
Circle No. 310.



Peter Pepper Products
Circle No. 311.



Outlook in Plastics
Circle No. 312.



Architectural Stoneware
Circle No. 313.

Earthly Delights
Circle No. 314.





Glarco
Circle No. 363

Glassform
Circle No. 318.





Architectural Fiberglass
Circle No. 316.



Glassspec
Circle No. 319.



RPI Designs
Circle No. 317.



Metcor Mfg.
Circle No. 320.

OPEN PLAN Plants & Planters

FIRM	PLANTS: Artificial	PLANTS: Live	PLANTS: Preserved, Dried	PLANTS: Maintenance Services	PLANTERS: SIZES	PLANTERS: MATERIALS	PLANTERS: Self-watering
Geller Originals	●		●		10 to 24" round, and various	ceramic, pottery, fiberglass metal	
Gift Craft Leather					various sizes	various materials	
Gilbert Plastics					8 to 24" diam.	high density polymer	
Glaro Inc.					6" d. x 4" h. to 24" d. x 20" h.	aluminum, steel construction; varied finishes	
Glassform					various, 8 to 72"	fiberglass, custom	
Glasspec					12 to 72"., 12 to 60" sq.	fiberglass	
Grillion					48 to 96" diam.	plywood, mahogany	
Harmon					24 to 48"	wood, plastic laminate	
Homeland		●			29 to 120" l., 15" w., 24" h.	tubular rigid PVC	●
Import Specialists					various	natural fibers	
International Terra Cotta					all sizes, shapes, 6 to 46" openings, 6 to 36" h.	Italian terra cotta clay	
Intrex					Round, 8 to 60" diam., up to 48" h.	wood, metal, plastic	●
Jensen Intl.	●	●	●	●	all sizes	fiberglass, plastic, wood ceramic	●
C. Kind & Co.		●		●	various sizes	all types	
Krueger					9 to 102" rd., sq., rct., hgnl.	fiberglass	
Lawrence Metal Products					12 x 12" to 15 x 18"	aluminum	
Leaf Designs					6 to 96" various shapes	fiberglass, aluminum	
Lehigh-Leopold					22 x 22 x 68H or 76H	wood veneer	
London Garden Associates					4½" to 48", various shapes	polystyrene	●
Loumac Supply					various sizes	fiberglass, aluminum	
Luvan, Inc.					9 x 14" to 14 x 30"	tambour	
Harry Lunstead Designs					12 to 42"	etched brass	
Madeline Simon		●	●	●	all sizes	all materials, custom	●
McDonald Products			●		6 to 36" diam., 10 to 48" sq., 24 to 72" rectangular	fiberglass, aluminum, wood	
Metal Weave Products					8 to 23" diam., & pedestal to 48"	chrome, brass & natural weaves over metal liners	
Metcor					6 to 22"	polished chrome, brass, bronze	
John Mini, Indoor Landscapes	●	●	●	●	to spec.	fiberglass, natural weaves, ceramic, metal, wood	●
G. J. Neville					7 to 60" diam..	aluminum	
Nevins Worldwide					6 to 48" diam.	aluminum	
Orowac					6 to 60" diam., sq., rct.	fiberglass	
Office Accents					8.5 to 23" dia. x 8 to 20"	chrome, aluminum, brass, bamboo, parquet	
Outlook in Plastics		●			10 to 36"	molded thermoplastic polymer	
Pace Collection					30" sq.	plastic laquer finish	
Parker Interior Plantscape	●	●	●	●	3 to 72"	all materials	●
Peter Pepper Products					12" diam. x 8" h. to 48 diam. x 38" h.; 18 x 18 x 10" h.; other sizes	fiberglass	

OPEN PLAN Plants & Planters

FIRM	PLANTS: Artificial	PLANTS: Live	PLANTS: Preserved, Dried	PLANTS: Maintenance Services	PLANTERS: SIZES	PLANTERS: MATERIALS	Self-watering
Phillips Products					3.5 to 20" diam.	polypropylene, polystyrene	
Placet					8" x 120", 10" x 72", 15 x 24" to 36 x 96", 12 to 36" hanging	fiberglass, aluminum, stoneware	
Plantier					square, rectangular, cylindrical 14 to 28"	plastic	●
Potcovers					various sizes	plastic, chrome, baskets	
Pouliot Designs	●		●		custom	fiberglass, wood, aluminum	
Quality Sales	●		●				
Rockaway					36 to 72"	steel	
Raintree Associates	●	●	●	●	6 to 45" diam., sq., custom in any size, shape	polyethylene, rattan, wicker, bamboo, custom in hp laminate & pine	●
Reinforced Plastics					12 to 96" diam., 10 x 10" square	fiberglass	
Julius Roehrs Exotic Nursery		●		●			
Sitecraft By Rosenwach					18 to 72" diam., 18 to 36" h.	redwood, cedar	
Hugh Ruppersburg & Assoc.	●		●				
Sevacraft					12 x 12" to 30 x 30"	oak & walnut veneer, hp plastic laminate	
Madelyn Simon		●		●	all sizes, shapes	fiberglass, metal, plastic, ceramic, wicker	●
Slater Corp.	●		●	●	to spec	to spec	●
Smokador Products					varies	fiberglass, aluminum	
Snypp Lighting					custom	stainless steel, metal, wood	
Terrestris Greenhouses		●		●	8 to 36"	woven, plastic, metal	
Tropical Foliage	●	●	●	●	6 to 72"	poly, fiberglass, plastic redwood, stainless steel	
Tsao Designs					all sizes	aluminum	
Witt					12 x 18 x 18"	plastic structural foam	



BPC Industries
Circle No. 321.



Nestier
Circle No. 322.

OPEN PLAN
Acoustical Ceilings, Systems

FIRM	Ceiling Acoustical Baffles	Ceiling Acoustical Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
Accoustical Partitions	●		.95 NRC	Class A or B			
Alcan Aluminum Ceiling Systems			test 771-26, 771-27, 771-28, 7801-092 ASTM C423-66, ASTM C423-77		●	●	aluminum panels w/acoustic pad/fabric
Armstrong World		●	varies	varies	●	●	
Artafax Systems	●	●	.90 to 1.00 NRC	Class A			
Bangkok	●		.40 to .80 NRC	Class A			
BLI	●	●	.80 NRC	Class 25			
Joel Berman	●	●	NIC 27	flame sprd .25			
Cal-Mar	●	●	to requirements	to requirements	●	●	
Capaul Ceilings	●	●	up to 1.00 NRC up to 21 NIC	Class A			
Carter	●		.90 NRC	Class A			
Celotex		●	.50 to .75 NRC, STC 44	Class A			
Checkmate	●		.55 to .90 NRC	Class A			
Conwed		●	.80 NRC, STC 30 to 34	ASTM-E-84			
Daybright Lighting, div. Emerson Electric			pyramid module-.65 NRC, 41 STC; flat module-.60 NCR, 40 STC.	ASTM-E-84 Class I pyramid module-UL A-208, 1½ to 2 hr. rating.	●	●	60 x 60" metal module, flat or pyramidal with choice of perforation.
Decoustics	●	●	varies				
Discovery Systems	●		.75 NRC				
Entol		●		noncombustible-0 smoke dvlp.-0, flame sprd.-0, fuel contr. .0			
Forms & Surfaces	●						
Grillion	●			fire resistant			
Guth Lighting	●	●		no rating			
Hemisphere	●	●			●	●	
Holophane Div., Johns-Manville		●	.95 NRC	1 & 2 hour	●	●	
Hooker Noise	●	●	1.00 NRC	varies	●	●	
Hoover Systems	●		.85 NRC	flame 5, fuel 10 smoke 10			
Hunter Douglas	●		.65 to .85 NRC		●		
Industrial Acoustics	●		.95 NCR	flame sprd. -0. smoke dvlp. -20 fuel contr. -15			
Insul-Art Accoustics	●		up to 1.00 NRC, STC as req.	Class A per ASTM E-84			

OPEN PLAN
Acoustical Ceilings, Systems

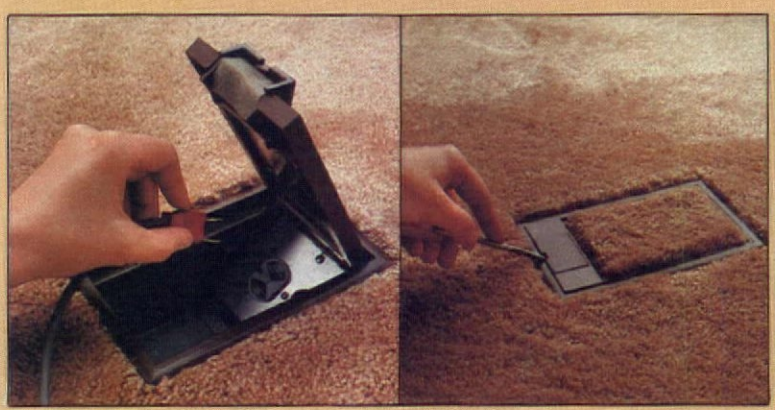
FIRM	Ceiling Acoustical Baffles	Ceiling Acoustical Tiles	Acoustical Ratings	Fire Ratings	HVAC	Lighting	Other
Intalite Louvers & Ceilings	●						
Integrated Ceilings						●	decorative, luminous & lighted ceiling systems
Intralite	●						
Levolor Lorentzen	●		.95 NRC		●	●	
Lombardo		●		Class A			
Luminous Ceilings	●					●	
MRS Interior Systems	●	●	.85 NRC	Class A			
McGraw Edison						●	
Modernfold	●		.85 NRC	Class A			
Nelson-Adams	●		.85 NRC	Class 1			
Nichols-Homeshield		●	.60 to .70 NRC	flame spread 5, fuel contrib. 0, smoke 25			integrated aliminum linear ceiling systems
Noise Control Products	●	●	.85 to 1.00 NRC	Class A			
Open Office Products	●		.85 NRC	Class A			
Owens-Corning Fiberglas		●	.70 to .95 NRC, 20 NIC	Class A		●	
Peabody Noise Control	●		.60 to 1.00 NRC	Class 1			
Polychromic Designs	●		.85, .95 NRC	Class A			
Radiation Technology			STC 28	UL 94 Sev= ⅛"			
Rose Johnson	●		.75 NRC	Class A			
Sonotrol	●	●	.80 to 1.00 NRC	Class A	●	●	
Sound Solutions	●	●	.75 to .95 NRC	Class 25			
Staff Lighting		●				●	
Taylor Evans	●	●	.95 NRC	Class A			
TSAO	●		.65 NRC	NFP-701			
U.S. Gypsum		●	varies	varies			
Unicube						●	space frames
Unique Concepts	●						
Universal Building	●		.85 NRC	ASTM-E-84, Grade A			

OPEN PLAN Lighting

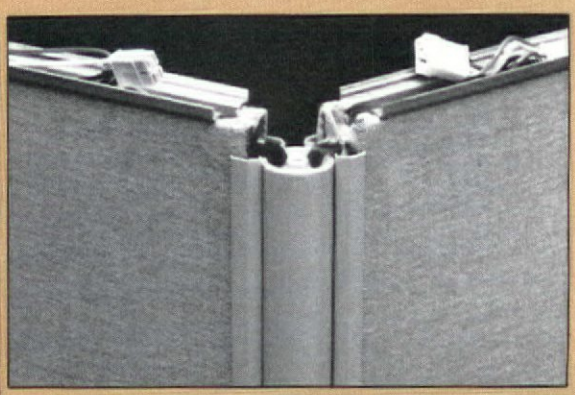
Firm	Task	Ambient: Furniture-Mounted	Ambient: Wall-Mounted	Ambient: Free-Standing
Abolite Lighting		●	●	●
Abstracta Structures	●	●		
Acoustical Screens	●	●		
Acousti-forms	●			
Alkco	●	●	●	
All-Steel	●			
Alma	●	●	●	●
American Seating	●	●		
Architectural Supplements	●	●	●	●
Artopex	●	●		
Artec	●	●		
Artemide	●	●	●	●
Aspects	●	●		
Atelier International	●	●	●	●
Best Imports	●		●	
Cado/Royal	●	●		
Capri	●		●	
Carter	●	●		
CI Designs	●			
Contract Lighting Sys.	●	●	●	●
Conwed	●	●		●
Corry Jamestown	●	●		
Danwood	●	●		●
Datamate Furniture	●	●		
Daybrite Lighting,			●	
Discovery Systems	●	●	●	
Domore	●	●	●	
Earthgender				●
Elliptipar	●	●	●	●
Eppinger	●	●	●	●
Executive Office Concepts	●	●		●
Functional Design		●	●	●
GF Business	●	●	●	●
Georgia Lighting	●			
Gruen Lighting	●	●	●	●
Gunlocke	●			
Guth Lighting	●	●		
Habitat	●		●	
Haller	●	●	●	●
Harbor Universal	●	●		●
Harmon	●	●		
Harter	●			
Haworth	●	●		●
Helikon	●			
Hiebert	●	●		
HON	●			
Hi-Tek Lighting		●	●	●
iil International	●			
IKD	●	●		●
Indalux	●	●	●	●
Invincible	●			
JG Furniture	●	●		●
Keene Lighting	●	●	●	●
Knoll	●	●		●
Kobi	●	●		
Lehigh-Leopold	●	●	●	●
Light Inc.	●		●	●
Lightolier	●	●	●	
Litton	●			
Lunstead Designs	●	●		
Luxo Lamp		●		
McGraw-Edison	●	●	●	●
Metalstand	●	●		
Nelson-Adams	●	●		
Neo-Ray	●		●	
Nessen Lamps	●	●	●	●
Nightingale	●	●		
North American Phillips	●	●		
OSI	●			●
Omni	●	●		
Packard Industries	●	●	●	
Panel Concepts	●			
Pleion	●			
Precision Integrated	●		●	
Precision Mfg.	●	●	●	●
Prima Products				●
Primal Systems	●	●	●	●
Probber	●	●		
Reff	●	●		
Reloc, Div. Lithonia Lighting	●	●	●	
Richards Mfg.		●	●	●
Rockaway	●	●		
Roffman	●	●		
Ron Rezek/Lighting	●			●
Rose Mfg.	●			
Rose-Johnson	●			
SPI Lighting	●	●		●
Shaw-Walker	●	●		
Slater Corp.	●	●	●	●
Slater Lighting	●	●	●	●
Snypp Lighting		●	●	●
J.H. Spaulding	●	●	●	●
Specification Built	●	●		
Staff Lighting	●	●	●	●
Steelcase	●	●	●	●
Ste-Marie & Laurent	●	●	●	●
Sterner Lighting Systems, Inc.	●	●	●	●
Storagewall			●	
Stow/Davis	●	●		
Structural Concepts	●	●		●
Sunar	●	●		●
Swivelier	●		●	●
TSAO	●	●	●	●
Techniques In Wood	●	●		
Teledyne	●		●	
Transwall	●		●	
Trimble House	●		●	●
Universal Building	●	●		●
Vaughan Walls	●			
Watson Furniture	●	●		
Westinghouse	●	●		●
Wide-Lite	●	●	●	●

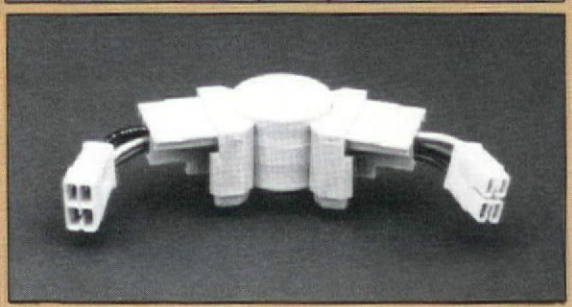
OPEN PLAN Raised Floors

FIRM	Size	Height	Surface Material	Other Features
Access Floors	24x24"	to spec	VA tile	HPL carpet
Donn	24x24", 30x30"	5" FFH to 36" FFH	HPL carpet	
Floating Floors	18¼x18½", 24x24"	to spec	to spec	constructed of non-ferrous materials specifically suited to computer use
Liskey	to spec	4" to 36"	HP laminate, carpet other	Interloc System for general office bldgs.
Tate Architectural	24x24", 60x60cm, 16x16"	4 to 72"	HPL, vinyl, carpet	steel, composite or wood core panels
Westinghouse ASD	24x24"	6 to 33"	Micarta laminate, carpet	

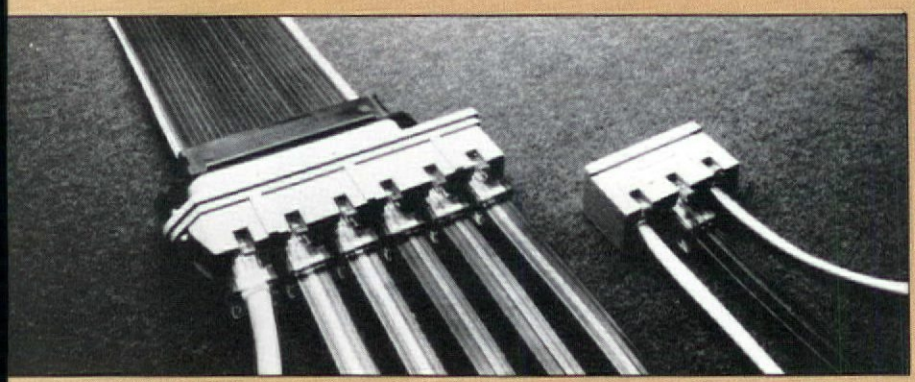


Midland Ross
Circle No. 351.



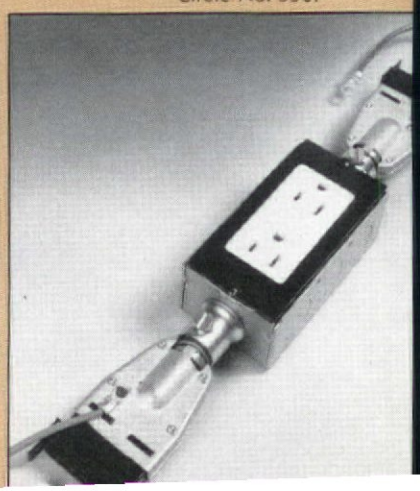


Rosemount
Circle No. 354.

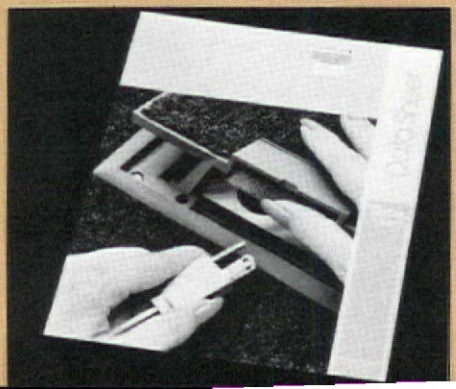


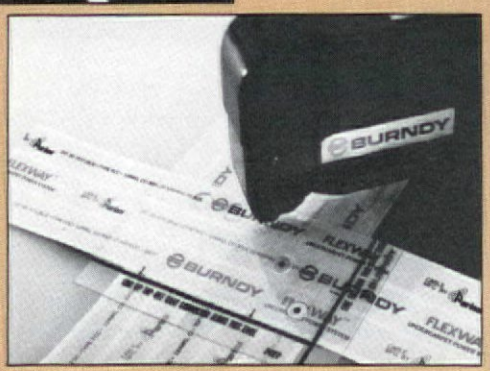
Brand-Rex
Circle No. 352.

Electri-Cable
Circle No. 356.



Tate Architectural Products
Circle No. 353.





Burndy
Circle No. 355.

Telephone & Power Sources

FIRM	Vertical Poles/Tubes	Underfloor Raceways	Panel-Mounted Raceways	Flat Wire	Pre-Wired	Other
AMP Special Industries			●	●		
Acme Landscape	●		●		●	
Acoustical Partitions	●		●		●	
Acoustical Screens			●		●	
All-Steel Inc.	●		●			
Anderson Power Products			●			
Artafax Systems	●					
Artec	●		●			
Aspects Inc.	●		●		●	
Benedeti	●		●		●	
Brand-Rex				●		
Brewster			●			
Burndy						undercarpet power
Checkmate			●			
Contemporary Prods.	●		●		●	
Conwed	●		●		●	
Corry Jamestown	●		●		●	
Daybrite Lighting	●					
Domore	●		●		●	
Electri-Cable					●	
Eppinger	●		●	●	●	
Executive Office Concepts	●				●	
GF Business Equip.			●		●	
Glen O'Brien	●		●			
Gunlocke	●					
Harmon, Div. Coastcraft			●		●	
Harter Corp.	●		●		●	
E.F. Hauserman	●	●	●		●	
Haws Corp.	●	●	●		●	
Helikon			●			
Hemisphere Steel Prods.	●		●	●	●	
Hoover Systems	●				●	
ICF		●	●			
iil International			●			
Interflex Products		●				
InterRoyal	●			●		
Intra Systems			●			
J G Furniture	●				●	
Knoll	●		●			
Litton	●		●			
Harry Lunstead			●		●	

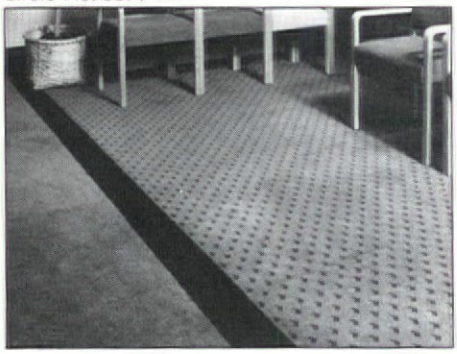
FIRM	Vertical Poles/Tubes	Underfloor Raceways	Panel-Mounted Raceways	Flat Wire	Pre-Wired	Other
Midland Ross		●				thru-floor and conduit supplied boxes
Nelson Adams	●		●		●	
Nevada Western Supply			●	●		under carpet co-axial power
Nightingale Interlocks	●		●		●	
OSI			●		●	
Omni Prods	●					
Open Office Prods.	●		●		●	
Optimum Mgt.		●	●			
Packard Inds.	●		●			add-on power system
Panel Concepts	●		●		●	
Pleion	●		●		●	
Power-Strut, Van Huffel Tube			●			
Precision Mfg.	●		●		●	
Prima Prods.			●		●	
Raceway Components		●				
RAM Partitions	●		●		●	
Reff Prods.			●			
Reloc	●	●	●			
H.H. Robertson		●				
Rockaway	●		●			
Rose Mfg.	●		●		●	
Rosemount	●				●	
Shaw-Walker	●				●	
Square D	●	●				
Standard Desk	●			●	●	
Steelcase	●		●		●	
Storagewall			●			
Structural Concepts	●		●		●	
Sunar	●		●		●	
Taylor Evans			●		●	
Techniques In Wood			●			
3M, Electro Products Div.	●	●				
Transwall	●		●			
Trendway	●		●		●	
Union Products Int'l			●		●	
Unistrut				●	●	
Universal Bldg.				●	●	
Versa-Wall	●		●		●	
Walker	●		●			
Westinghouse	●		●		●	
Wiremold	●		●			overfloor raceways
Witt		●				

OPEN PLAN

Carpet Tiles

- Acoustical Screens
- Alma Desk
- Armstrong Cork
- Artafax
- Bigelow-Sanford
- Collins & Aikman
- Contract Distrib.
- Floating Floors
- Grillion Corp.
- Harmil Carpet
- Haskell
- Helikon
- Heuga
- Lees Carpet
- Liskey
- Tate Arch. Prods.
- Universal Bldg. Systems

Milliken
Circle No. 357.



Masking Sound Systems

- Acoustical Screens
- Alka Structures
- All-Steel
- Alma Desk
- Artafax
- Artemide
- BLI Corp.
- Bott Beranek & Newman
- Commercial Interiors
- Control Electronics
- E.F. Hauserman
- Haworth
- Helikon
- International Contract
- Sound Industries

Installation Specialists

- AF Services Inc.
- Bekins Distrib. Services
- CIS
- Elgem Nationwide
- Furniture Systems Spec.
- Installation Inc.
- Joseph Manley Co.
- C.W. Miller & Assoc.
- Modular Office Install.
- Padula
- Planned Project Install.
- Productive Office Furniture Install.
- Red Line Furniture Carriers
- Total Concepts Install. (TCI)
- Tuohy Furniture Corp.
- Wegman Construction
- Miller Welch Inc.



Phillips Products
Circle No. 358.



Sound Industries
Circle No. 359.

Alphabetical List of Firms

A & B Architectural Materials, Inc.
P. O. Box 4391
N. Hollywood, CA 91607
213/784-1291

AF Services
5422 Lena St.
Philadelphia, PA 19144
215/849-6200

AMP Special Industries
Valley Forge, PA 19482
215/647-1000

Abolite Lighting Inc.
Center & Wood Sts.
W. Lafayette, Ohio 43812

Abstracta Structures, Inc.
39 W. 39th St.
New York, NY 10018
212/944-2244

Access Floors International
835 N. Cove Blvd.
Toledo, OH 43612
419/476-8611

Acme Landscape Group
513 Porter Ave.
Brooklyn, NY 10538
212/384-7800

Acoustical Partitions Corp.
420 Dwight St.
Holyoke, MA 01040
800/332-4060 (in state)
800/628-8866 (out of state)

Acoustical Screens Corp.
79 Industrial Dr.
East Longmeadow, MA 01028
1-800/628-3140
413/525-6613 (in state)

Acousti-Forms, Inc.
7875 Beech St. N.E.
Fridley, MN 55432
612/571-6033

Adirondack Direct
219 E. 42nd St.
New York, NY 10017
212/682-8895

Aircoustic Wall Mfg. Co., Inc.
8140 E. Rosecrans Ave.
Paramount, CA 90724
213/634-3116

Aladdin Mills, Inc., Broadloom Carpet Div.
P.O. Box 2208
Dalton, GA 30720
404/277-1100

Alcan Aluminum Ceiling Systems, Div. Alcan Building Products
P.O. Box 1234, Dept. R
Youngstown, OH 44501
216/841-3463

Alka (Syma) Structures, Inc.
41-21 28 St.
Long Island City, NY 11101
212/784-1040

Alko Mfg. Co.
11500 W. Melrose Ave.
Franklin Park, IL 60131
312/451-0700

All-Steel Inc.
Box 871
Aurora, IL 60507
312/859-2600

Alma Desk Co.
P.O. Box 2250
High Point, NC 27261
919/885-4101

American Seating Co.
901 Broadway N.W.
Grand Rapids, MI 49504
616/456-0632

Amstore, Interior Systems Div.
P.O. Box 6
Muskegon, MI 49443
616/722-6681

Anderson Power Products
145 Newton St.
Boston, MA 02135
617/787-5880

Architectural Fiberglass, Div. Krueger
P.O. Box 8100
Green Bay, WI 54308
414/468-8100

Architectural Greenery Ltd.
601 W. 47 St.
New York, NY 10036
212/977-3115

Architectural Pottery
3601 Aviation Blvd.
Manhattan Beach, CA 90266
213/679-1103

Architectural Specialty Co.
P.O. Box 122
Somerville, NJ 08876
201/725-4500

Architectural Stoneware
3970 H. Sorrento Valley Blvd.
San Diego, CA 92121
714/455-9690

Architectural Supplements Inc.
341-A E. 62 St.
New York, NY 10021
212/758-0926

Armstrong World
Liberty & Charlotte Sts.
Lancaster, PA 17604
717/397-0611

Artafax Systems
P.O. Box 568
Manchester, NH 03105
800/258-3558

Artec, div. Kimball
1549 Royal St.
Jasper, IN 47546
812/482-1600

Artemide Inc.
150 East 58 St.
New York, NY 10155
212/980-0710

Artifax Display Industries, Inc. Spancraft Ltd. Div.
910 Railroad Ave.
Woodmere, NY 11598
516/295-0055

Artopex Ltd.
P.O. Box 435
Laval, Que. H7S 1Z9
514/332-4420

Aspects, Inc.
15001 Oxnard St.
Van Nuys, CA 91411
213/785-1169

Atelier International, Ltd.
595 Madison Ave.
New York, NY 10022
212/644-0400

Atrium Industries
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0002

BLI Corp.
507 Canal St.
Stamford, CT 06902
203/325-3883

B.P.C. Industries
Adams at 11 St.
Hoboken, NJ 07030
201/798-0100

Baker Furniture, Contract Div.
917 Merchandise Mart
Chicago, IL 60656
312/329-9410

Bangkok Industries, Inc.
Gillingham & Worth Sts.
Philadelphia, PA 19124
215/537-5800

Bar World (see Designers View Group)

Barrier Co.
P.O. Box 1127
Mineral Wells, TX 76067
817/325-3351

Bekins Distribution Services
5 American Industrial Dr.
Maryland Hts., MD 63043
314/434-3400

Benedetti Corp.
3011 East Pico Blvd.
Los Angeles, CA 90221
213/263-9761

Joel Berman Associates
102 Prince St.
New York, NY 10012
212/226-2050

Best Imports
1451 Wycliff
Dallas, Texas 75207
214/631-1902

Bevco Precision Mfg. Co.
831 Chicago Ave.
Evanston, ILL. 60202
312/328-4254

Beylerian, Ltd.
305 E. 63 St.
New York, NY 10021
212/755-6300

Corry Jamestown. Circle No. 364.



OPEN PLAN Alphabetical List Of Firms

Bigelow-Sanford, Inc.
Box 3089
Greenville, SC 29602
803/299-2000

Biltrite
10251 Ray Lawson Blvd.
Montreal, Que. H1J 1L7
514/352-7770

H.L. Birum Corp.
75 S. Union St.
Lambertville, NJ 08530
609/3987-1750

Bolt, Beranek & Newman, Inc.
10 Moulton St.
Cambridge, MA 02138
617/491-1850

Botanix Corp.
55 Triangle Blvd.
Carlstadt, NJ 07072
201/460-9500

Brand-Rex Co., Telecommunications Div.
Box 498
Willimantic, CT 06226
203/423-7771

L. Paul Brayton
P.O. Box 1864
High Point, NC 27261
919/434-4151

Brejtfus, Inc.
2126 W. Seventh St.
Tempe, AZ 85281
602/968-9016

Brewster Corp.
50 River St.
Old Saybrook, CT 06475
203/388-4441

Bridge Plaza Greenhouse & Gardens, Inc.
235 Main St.
Ft. Lee, NJ 07024
201/947-7626

Brueton Industries
979 Third Ave.
New York, NY 10022
212/838-1630

Budd Looms, Inc.
306 E. 61 St.
New York, NY 10021
212/758-4460

Bulit Chemical
101 W. 28 St.
New York, NY 10012
212/594-5075

Burndy Corporation
1 Richards Avenue
Norwalk, CT 06856
203/852-6232

Business Accessories Inc.
290 Larkin St.
Buffalo, NY 14210
416/453-0136

CI Designs
574 Boston Ave.
Medford, MA 02155
617/391-7800

CIS
4 Park Ave.
New York, NY 10016
212/683-3233

Cado/Royal System, Inc.
155 Helen St.
S. Plainfield, NJ 07080
201/561-7080

Cal-Mar Ind. (see Designers View Group)

Capaul Ceilings, Div. Acoustiflex Corp.
800 Eastern Ave.
Plainfield, IL 60544
815/436-4640

Capri Lighting
7020 E. Slauson Ave.
Los Angeles, CA 90040
213/726-1800

L.E. Carpenter & Co./Vicrtex
170 N. Main St.
Wharton, NJ 07885
201/366-2020

Carpets International USA
8687 Melrose Ave.
Los Angeles, CA 90069
213/657-6580

Carson Pirie Scott & Co.
13-127 Merchandise Mart
Chicago, IL 60654
312/744-7676

Carter Co.
1 Worcester Rd.
Natick, MA 01760
617/237-7010

Cee Kay
P.O. Box 207
Oconomowoc, WI 53066
414/567-2639

Celebrate Nature Designs, Inc.
412 Sixth Ave.
New York, NY 10011
212/477-1940

Celotex Corp.
P.O. Box 22602
Tampa, FL 33622
813/871-4133

Ceralon Lamps & Plants
Pinehurst Rd.
Aberdeen, NC 28315
919/944-7187

Ceramacor, Inc.
84 Leacock Dr.
Pointe Claire, P.Q. H9R 1H1

Chairtex Mfg. Ltd.
39 New Castle St.
Toronto, Ont. M8Y1A2
416/252-3531

Certified Inds. Services
4 Park Ave.
New York, NY 10016
212/683-3233

Check-Mate Interior Systems, Inc.
509 Manida St.
Bronx, NY 10474
212/991-3610

Chingos & Sons Inc.
818-20 Ave. Americas
New York, NY 10001
212/689-0479

Claridge Products & Equipment
P.O. Box 910
Harrison, AR 72601
501/743-2200

Collins & Aikman, Commercial Floor System Div.
210 Madison Ave.
New York, NY 10016
212/578-1217

Commercial Carpet Corp.
10 W. 33 St.
New York, NY 10001
212/947-5890

Commercial Interiors, Inc.
4551 Bloomington Avenue
Minneapolis, MN 55407
612/721-2455

Computer Accessory Corp.
3328 N. Hampton Rd.
Dallas, TX 75212
214/631-5732

Concord Products Co., Inc.
1951 S. Broadway
Camden, NJ 08104
609/365-5200

Everett Conklin & Co.'s Int'l.
Seven Brook Ave.
Montvale, NJ 07645
201/391-7300

Everett Conklin Canada, Ltd./Ltee.
1253 Ave. McGill College
Montreal, Que. H3B 2Y5
514/861-1049

Everett Conklin-West, Inc.
2691 Richter Ave.
Irvine, CA 92714
714/545-9366

Contemporary Products, Inc.
7 Grand Blvd. North
Brentwood, NY 11717
516/231-4370

Contract Distributors Corp.
489 Fifth Ave.
New York, NY 10017
212/986-8360

Contract Lighting Systems
31 Grove St.
New Canaan, CT 06840
203/966-9550

Control Electronics Co., Inc.
(Atrium Industries)
107 Allen Blvd.
Farmingdale, NY 11735
516/694-0125

Conwed Corp.
Box 43237
St. Paul, MN 55164
612/221-1100

Corham Art Flower Co.
300 Central Ave.
White Plains, NY 10606
914/946-7373

Corry Jamestown Corp.
844 E. Columbus Ave.
Corry, PA 16407
814/664-4611

Cramer Inc.
625 Adams St.
Kansas City, KS 66105
913/621-6700

Creative Dimensions
1255 E. Lincoln Ave.
Nappanee, IN 46550
219/773-7771

Crossbow (see Designers View Group)

Croydon Furniture Systems, Inc.
1 Hespeler Rd.
Cambridge, Ont. N1R 5V4
519/621-6300

DMO, Inc.
7615 Metro Blvd.
Minneapolis, MN 55435
612/835-3276

Danwood
21616 87th Ave. S.E.
Woodinville, WA 98072
206/485-8524

Datamate Furniture Inc.
5775 Wayzata Blvd.
Minneapolis, MN 55416
612/941-5393

Davis Furniture Industries
602 W. Linden St.
High Point, NC 27260
919/889-2009

Daybrite Lighting, Div. Emerson Electric Co.
1015 S. Green St.
Tupelo, MS 38801
601/842-7212

Decoustics
65 Disco Rd.
Rexdale, Ont., M9W 1M2
416/675-3983



Transwall.
Circle No. 365.

Delco Associates, Inc.
Box 423
Greenwich, CT 06830
203/661-5101

Descience Corp.
Box 905
Malibu, CA 90265
213/456-3097

Design Group, Inc.
5875 S.W. Lakeview Blvd.
Lake Oswego, OR 97034
503/639-9636

Designplace Furniture Mfg. Co.
1326 Hill St.
El Cajon, CA 92020
714/442-0841

Design-Technics
160 E. 56 St.
New York, NY 10022
212/355-3183

Design/Treeline
487 Hillside Ave.
Hillside, NJ 07205
201/688-2384

Designers View Group
550 N.W. Sixth Ave.
Miami, FL 33136
305/371-3291

Discovery Systems, Inc.
105 Amor Ave.
Carlstadt, NJ 07072
201/438-7722

Disegnatore
(see Designers View Group)

Domore Office Furniture, Inc.
2400 Sterling Ave.
Elkhart, IN 46514
219/293-0621

Donjon Sales, Ltd.
(see Sound Solutions)

Donn Corp.
8019 Belair Rd.
Baltimore, MD 21236
301/796-3066

Drier Industries
631 W. 48 St.
Holland, MI 49423
616/396-6296

Dukane Corp.,
Communications System Div.
2900 Dukane Dr.
St. Charles, IL 60174
312/584-2300

Dynmark Engineered Products Inc.
901 Fuhrmann Blvd.
Buffalo, NY 14203
716/855-0081

Earthgender Inc.
3056 Bandini Blvd.
Vernon, CA 90023
213/263-7401

Earthly Delights, Inc.
Box 446
Staten Island, NY 10304
212/447-2728

Ego Designs Inc.
601 W. 26 St.
New York, NY 10001
212/675-5820

Electric-Cable Assemblies, Inc.
549 Howe Ave.
Shelton, CT 06484
203/735-4414

Ben Elfman & Son
124 Second St.
Chelsea, MA 02150
617/884-8600

Elgem Nationwide Panel
& Furniture Installers
4620 Flatlands Ave.
Brooklyn, NY 11234
212/338-9500

Elliptipar Inc.
145 Orange Ave.
West Haven CT 06516
203/932-2266

Entol Industries, Inc.
8180 N.W. 36 Ave.
Miami, FL 33147
305/696-0900

Eppinger Furniture Inc.
15 Very Merry Rd.
Stamford, CT 06903
203/329-1984

Esselte Pendaflex Corp.
Clinton Rd.
Garden City, NY 11530
516/714-3200

Eurotex, Inc.
The Market Place,
2400 Market St.
Philadelphia, PA 19103
215/568-4300

Executive Office Concepts
1705 Anderson Ave.
Compton, CA 90220
213-979-2643

Farmer Grey's Potted Plants Inc.
200 W. 18 St.
New York, NY 10011
212/675-9341

Finealum Corp.
40-24 22 St.
Long Island City, NY 11101
212/937-3172

Finesse Originals
33 Hall St.
Brooklyn, NY 11205
212/855-9171

Flex-Y-Plan Industries, Inc.
3200 W. 22 St.
Erie, PA 16505
814/838-3583

Floating Floors, Inc.
795 Berdan Ave.
Toledo, OH 43610
419/476-8772

Florenco Foliage Systems Corp.
30-28 Starr Ave.
Long Island City, NY 11101
212/729-6600

Foliage Plant Systems, Inc.
P.O. Box 727
Pine Brook, NJ 07085
201/263-3200

Forms & Surfaces
Box 5215
Santa Barbara, CA 93108
805/969-4767

Freedom Electronix, Inc.
430 First Ave. N.
Minneapolis, MN 55401
612/340-0435

Functional Design
& Development Group
23 Union Ave.
Rutherford, NJ 07070
201/939-7788

Furniture Systems Specialists Co.
179 Chelmsford St.
Lowell, MA 01851
617/452-4767

GF Business Equipment Inc.
E. Dennick Ave.
Youngstown, OH 44501
216/746-7271

Geller Originals
9014 Lindblade St.
Culver City, CA 90230
213/272-1330

General Mica Corp.
1850 N.E. 144 St.
N. Miami, FL 33181
305/949-7247

Georgia Lighting Supply
530 14 St. N.W.
Atlanta, GA 30300
404/875-4754

Gilbert Plastics
Rt. 202 & Lexington Ave.
Yorktown Heights, NY 10598
914/528-3537

Glaro Inc.
735 Old Willets Path
Hauppauge, N.Y. 11788
516/234-1717

Glassform Industries
1435 S. Sante Fe Ave.
Compton, CA 90221
213/603-8991

Glasspec
10344 S.W. 187 St.
Miami, FL 33157
305/255-8444

Global Upholstery Co., Ltd.
560 Supertest Rd.
Downsview L1S 2W4, Canada
416/661-3660

Grillion Corp.
189-193 First St.
Brooklyn, NY 11215
212/875-8545

Gruen Lighting
P.O. Box 2939
Van Nuys, CA 91404
213/990-0675

Gunlocke Co.
7 Lackawanna Ave.
Wayland, NY 14572
716/728-5111

Guth Lighting
P.O. Box 7079
St. Louis, MO 63177
314/533-3200

Habitat Inc.
341 E. 62 St.
New York, NY 10021
212/758-5406

OPEN PLAN Alphabetical List Of Firms

Haller Systems, Inc.
17741 Cowan Ave
Irvine, CA 92714
714/540-9982

Harbor Universal
1900 Marina Blvd.
San Leandro, CA 94577
415/352-2100

Hardwood House
569 Lyell Ave.
Rochester, NY 14606
716/254-0600

Harmil Carpet Inc.
969 Third Ave.
New York, NY 10022
212/838-1330

Harmon, Div. Coastcraft, Inc.
P.O. Box 1464
Tacoma, WA 98401
206/383-5367

Harmony Carpet Corp.
979 Third Ave.
New York, NY 10022
212/355-6000

Harter Corp./Wall Div.
11555 Packard Dr.
Toll Rd. Industrial Park
Middlebury, IN 56540
219/825-5871

Haskell of Pittsburgh
231 Haskell Dr.
Verona, PA 15147
412/828-6000

E.F. Hauserman Co.
5711 Grant Ave.
Cleveland, OH 44105
216/883-1400

Haworth, Inc.
One Haworth Center
Holland, MI 49423
616/392-5961

Haws Corp.
2400 Sterling Ave.
Elkhart, IN 46514
219/293-5671

Helikon Furniture Co.
607 Norwich Ave.
Taftville, CT 06380
203/886-2301

Heller Group
P.O. Box 5184
Beverly Hills, CA 90210
213/659-6606

Hemisphere Steel Products Corp.
54 N. 11 St.
Brooklyn, NY 11211
212/388-6705

Heuga U.S.A. Inc.
185 Sumner Ave.
Kenilworth, NJ 07033
201/245-3480

Hiebert Inc.
1901 S. Santa Fe Ave.
Carson, CA 90749
213/603-0441

Hi-Tek Commercial Lighting
850 W. River Rd.
Vermilion, OH 44089
216/967-3131

Holophane Div.,
Johns-Manville Sales Corp.
Ken Caryl Ranch
Denver, CO 80217
303/979-1000

Homeland Ind., Inc.
1545 Ocean Ave.
Bohemia, NY 11716
516/567-8700

HON Company,
Div. Hon Industries
200 Oak St.
Muscatine, IA 52761
319/264-7253

Hooker Noise Control, Inc.
360 Enford Rd.
Richmond Hill, Ont. L4G3M5
416/884-6070

Hoover Systems
12118 Corporate Dr.
Dallas, TX 75228
214/270-6471

Hough Mfg. Corp.
1205 Norwood Rd.
P.O. Box 591
Janesville, WI 53545
608/756-1241

Hunter Douglas, Inc.
P.O. Box 650
Durham, NC 27702
919/683-1425

ICF (International Contract Furnishings)
305 E. 63 St.
New York, NY 10022
212/750-0900

iil International
1500 Don Mills Rd.
Suite 510
Toronto, Ont. M3B3K4
416/447-7283

IKD Corp.
2400 Sterling Ave.
Elkhart, IN 46514
219/293-5671

The Image House
1133 Louisiana Ave. Suite 208A
Winter Springs, FL 32789
305/629-4335

Import Specialists, Inc.
82 Wall St.
New York, NY 10005
212/248-1633

Indalux
1736 Dreman Ave.
Cincinnati, OH 45223
513/541-3486

Industrial Acoustics Co.
1160 Commerce Ave.
Bronx, NY 10462
212/931-8000

Inotec Systems, Inc.
231 Haskell Dr.
Verona, PA 15147
412/828-9270

Insul-Art Acoustics Corp.
(Atrium Industries)
Box 670
Belle Mead, NJ 08502
800/526-0908

Insul-Coustic Corp.
Div. Celotex
Jernee Mill Rd.
Sayreville, NJ 08872
201/257-6674

Installation Inc.
312 Huron Blvd. E.
Marysville, MI 48040
313/364-5106

Intalite Louvers & Ceilings Inc.
3611 Commercial Ave.
Northbrook, IL 60062
312/564-1570

Interface Flooring Systems
Orchard Hill Rd.
LaGrange, GA 30241
404/882-1891

Interflex Products
P.O. Box 149
Arlington, MA 02174
617/729-5400

International Terra Cotta, Inc.
690 N. Robertson Blvd.
Los Angeles, CA 90069
213/657-3752

InterRoyal Corp.
1 Park Ave.
New York, NY 10016
212/686-3500

Intra Systems Corp.
(See Mode Corp.)

Intrex
150 E. 58 St.
New York, NY 10021
212/758-0922

Invincible
842 S. 26 St.
Manitowoc, WI 54220
414/682-4601

JG Furniture/Div. Burlington Ind.
121 Park Ave.
Quakertown, PA 18951
215/536-3353

Jensen International, Inc.
P.O. Box 550
Gormley, Ont. LOH IGO
416/888-1944

Johns-Manville
(see Holophane Div.)

Keene Corp. Lighting Div.
41 Industrial Way
Wilmington, MA 01887
617/657-7600

Kimball International
(see Artec)

C. Kind & Co., Inc.
137 W. 28 St.
New York, NY 10001
212/947-2130

Knoll International
655 Madison Ave.
New York, NY 10021
212/826-2461

Kobi, Div. Garcy Corp.
606 Industrial Ave.
Box 1500
Hesston, KS 67062
316/327-2121

Koch & Lowy
21-24 39th Ave.
Long Island City, NY 11101
212/786-3520

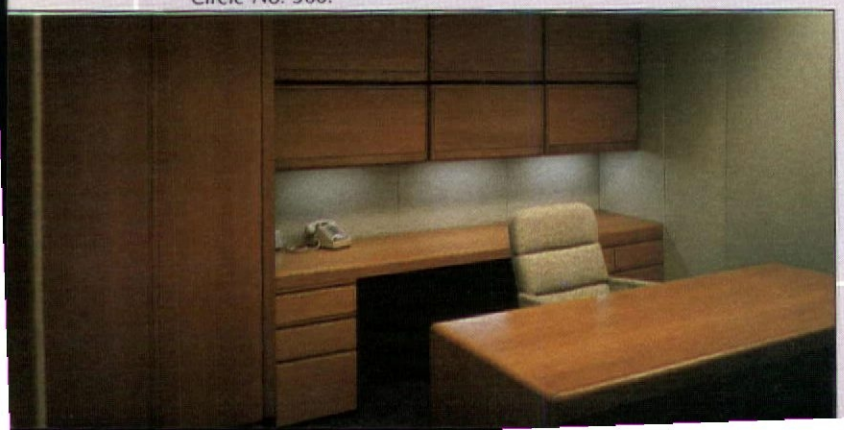
Kombi Corp.
302 Leggett Drive
Kanata, Ont. K2K 1Y6
613/592-6080

Krueger
1330 Bellevue St.
Green Bay, WI 54308
414/468-8100

LaMica
15 Industrial Ave.
Upper Saddle River, NJ 07458
201/327-8066

Lawrence Metal Products, Inc.
P.O. Box 400 M
Bayshore, NY 11706
516/666-0300

Rose Johnson
Circle No. 366.



Leaf Designs
4865 N.W. 37 Ave.
Miami, FL 33142
305/635-9491

Lees Carpets,
Div. Burlington Industries, Inc.
Valley Forge Corporate Ctr.
King of Prussia, PA 19406
215/666-7770

Lehigh-Leopold Furniture
2825 Mt. Pleasant St.
Burlington, IA 52601
319/753-2271

Levolor Lorentzen, Inc.
720 Monroe St.
Hoboken, NJ 07030
201/792-2600

Light, Inc.
1162 Second Ave.
New York, NY 10021
212/838-1130

Lightolier, Inc.
346 Claremont Ave.
Jersey City, NJ 07305
201/333-5120

Liskey, Inc.
P.O. Box 8748 BWP
Baltimore, MD 20851
301/796-3300

Litton Business Furniture
640 Whiteford Rd.
York, PA 17405-7026
717/854-1545

Lombardo & Co., Inc.
300 Richardson St.
Brooklyn, NY 11222
212/388-4024

London Garden Associates Ltd.
P.O. Box 333
Ridgefield, CT 06877
203/438-3005

Loumac Supply Corp.
60 Park Ave.
Lakewood, NJ 08701
201/367-8200

Luminous Ceilings/Butterfly
3611 Commercial
Northbrook, IL 60062
312/564-1570

Lunstead Designs, Inc.
8655 S. 208 St.
Kent, WA 98031
206/872-8835

Luvan, Inc.
1129 S. Bridge
Belding, MI 48009
616/794-1700

Luxo Lamp Corp.
Monument Park
Port Chester, NY 10573
914/937-4433

McDonald Products Corp.
2685 Walden Ave.
Buffalo, NY 14225
716/684-7200

McGraw Edison Co.,
Lighting Products Div.
7601 Durand
Racine, WI 53405
414/554-8001

MRS Interior Systems, Inc.
100 Marcus Dr.
Melville, NY 11747
516/822-5310

Madelyn Simon & Associates
55 W. 16 St.
New York, NY 10011
212/989-6689

Major Partitions Inc.
P.O. Box 2167
Irwindale, CA 91706
213/686-1998

Joseph Manley Co.
10632 Tesshire Dr.
Box 29317
St. Louis, MO 63126
314/843-5848

Marpac Corp.
P.O. Box 658
Wilmington, NC 28402
919/763-7861

Charles Mayer Studios, Inc.
168 E. Market St.
Akron, OH 44308
216/535-6121

Metal Weave Products Corp.
111 Cedar St.
New Rochelle, NY 10801
914/235-1653

Metalstand Co.
11200 Roosevelt Blvd.
Philadelphia, PA 19115
215/673-5300

Metcor Mfg.
749 S. Kohler St.
Los Angeles, CA 90021
213/627-0731

Mica, Inc.
P.O. Box 310
Chatsworth, GA 30705
404/695-9672

S.B. Michaels Co.
12676 Pierce St., Unit #17
Pacoima, CA 91331
213/896-4014

Midland-Ross
Electrical Products Div.
P.O. Box 1548
Pittsburgh, PA 15230
412/323-5400

C.W. Miller & Assoc.
851 Seton Court
Wheeling, IL 60090
312/459-0666

Herman Miller Inc.
Zeeland, MI 49464
616/772-3300

Miller Welch Inc.
(see C. W. Miller)

Milliken Carpets
201 Industrial Dr.
LaGrange, GA 30240
404/883-5106

John Mini
Indoor Landscapes Ltd.
233 Fordham St.
City Island, NY 10464
212/885-2426

Mode Corp.
14700 Doolittle Dr.
San Leandro, CA 94577
415/895-8570

Modern Mode
P.O. Box 6667
Oakland, CA 94603
415/568-6650

Modernfold Partitions Co.,
an American-Standard Co.
P.O. Box 310
New Castle, IN 47362
317/529-1450

Modular Office Installation
16 W. 450 Honeysuckle Rose
Hinsdale, Illinois 60521
312/920-8554

Muzak, Div. Teleprompter Corp.
888 Seventh Ave.
New York, NY 10019
212/247-3333

Myrtle Desk Co.
P.O. Box 2490
High Point, NC 27260
919/885-4021

Nelson-Adams Co.,
Acoustical Screen Div.
1872 Rollins Rd.
Burlingame, CA 94010
415/589-3787

Nemcon Modular Systems, Ltd.
1340 Rue Begin
St. Laurent, Que. H4R 1X1
514/336-4810

Neo-Ray Lighting Systems, Inc.
537 Johnson Ave.
Brooklyn, NY 11237
212/456-7400

Nessen Lamps, Inc.
3200 Jerome Ave.
Bronx, NY 10468
212/295-0220

G.J. Neville
351 S. Harbor Blvd.
San Pedro, CA 90731
213/548-0802

Nevins Worldwide, Inc.
4342 W. 12 St.
Houston, TX 77055
713/681-4274

Nichols-Homeshield, Inc.
1000 N. Harvester Rd.
W. Chicago, IL 60185
312/231-5600

Nightingale Industries Ltd.
354 Wellington St. W.
Toronto, Ont. M5V 1E2
416/362-5501

Noise Control Products
1468 W. Ninth St.
Cleveland, OH 44113
216/523-1371

North American Philips
Lighting/Norelco
Bank St.
Hightstown, NJ 08520
609/448-4000

Norsons Industries Inc.
543 Union St.
Brooklyn, NY 11215
212/522-6060

Nucraft Furniture Co.
1615 Eastern Ave.
Grand Rapids, MI 49507
616/241-1605

Glen O'Brien Partition Co.
5301 E. 59 St.
Kansas City, MO 64130
816/361-2334

Office Accents,
Div. Gift Craft Leather
37-57 Ninth St.
Long Island City, NY 11106
212/204-1222

Office Suites, Inc. (OSI)
359 N. Wells St.
Chicago, IL 60610
800/621-9530

OMNI Products
Twelfth St. S.W.
Vernon, AL 35592
205/695-9173

Open Office Products, Inc.
3031 N. 31 Ave.
Phoenix, AZ 85017
602/272-6773

Optimum Management Inc.
1370 Sargent Ave.
Winnipeg, Man. R3J265 Canada
204/772-0333

Opto, Inc.
162 Northfield Rd.
Northfield, IL 60093
312/441-7570

Orfield Associates, Inc.
4551 Bloomington Ave.
Minneapolis, MN 55407
612/721-2455

Orowac, Inc.
41 Degnon Blvd.
Bay Shore, NY 11706
516/665-3650

Outlook In Plastics, Inc.
301 Greenwood Ave.
Midland Park, NJ 07432
201/447-5344

OPEN PLAN Alphabetical List Of Firms

Owens-Corning Fiberglas Corp.
Fiberglas Tower
Toledo, OH 43659
419/248-8095

The Pace Collection
11-11 34 Ave.
Long Island City, NY 11106
212/721-8201

Packard Industries, Inc.
1515 U.S. 31 N.
Niles, MI 49120
616/684-2550

Padula Bros. Inc.
2400 69 St.
N. Bergen, NJ 07047
201/868-7466

Panel Concepts, Inc.
3001 S. Yale St.
Santa Ana, CA 92704
714/979-3680

Panelfold, Inc.
10700 N.W. 36 Ave.
Miami, FL 33167
305/688-3501

Parker Interior Plantscape
1325 Terrill Rd.
Scotch Plains, NJ 07076
201/322-5552

Peabody Noise Control
Box 655
Dublin, OH 43017
614/889-0480

Pegulan of America
95 Sunnyside Blvd. Ext.
Woodbury, NY 11797
516/384-8100

Peter Pepper Products, Inc.
17929 S. Susana Rd.
Compton, CA 90221
213/979-0815

Phillips Products Co., Inc.
1109 E. Lake St.
Streamwood, IL 60103
312/837-6615

Pilot Woodworking Co., Inc.
105 Amor Ave.
Carlstadt, NJ 07072
201/438-0200

Placet, Inc.
24400 S.W. 137 Ave.
Princeton, FL 33032
305/245-1313

Planned Project Installations
P.O. Box 827
Clark, NJ 07066
201/335-2450

Pleion Corp.
1402 E. Chestnut Ave.
Santa Ana, CA 92701
714/835-9101

Polychromic Designs
P.O. Box 354
Bellmore, NY 11710
516/957-3399

Potcovers Inc.
101 W. 28 St.
New York, NY 10001
212/594-5075

Pouliot Designs Corp.
4700 Valley Industrial Blvd.
Shakopee, MN 55379
612/445-8600

Power- Strut Div.
Van Huffel Tube Corp.,
Dietz Rd., Box 1540
Warren, OH 44482
216/372-8111

Precision Integrated Industries
512 S.E. 32 St.
Ft. Lauderdale, FL 33316
305/522-3738

Precision Mfg. Inc.
2200 52 Ave.
Lachine, Que, Mont H8T-246
514/631-2120

Prima Products Inc.
2102 Adams Ave.
San Leandro, CA 94577
415/569-6991

Primal Systems/
Danwood Design Co.
21616 87 Ave. S.E.
Woodinville, WA 98072
406/485-8524

Harvey Probber, Inc.
44 Probber Ln.
Fall River, MA 02722
617/674-3591

Productive Office Furn. Install.

Proform Furniture Industries, Ltd.
2460 Tedlo St.
Mississauga, Ont. L5A 3V3
416/275-2080

Quality Resources Inc.
646 Highway #18
East Brunswick, NJ 08816
201/238-1478

Quality Sales
P.O. Box 545
Cranford, NJ 07016
201/272-7227

Raceway Components, Inc.
263 Hillside Ave.
Nutley, NJ 07110
201/661-1116

Radiation Technology, Inc.
Lake Denmark Rd.
Rockaway,NJ 07866
201/627-2900

Raintree Associates
8 Woodsend Rd.
Dix Hills, NY 11746
516/643-3835

Ram Partitions, Indal Div.
125 Oakdale Rd.
Downsview, Ont. M3M 1W2
416/745-2244

Red Line Furn. Carriers
110 First St.
Jersey City, NJ 07302
201/798-7573

Reff Products Ltd.
400 Oakdale Rd.
Downsview, Ont. M3N 1W5
416/741-5453

Reinforced Plastics Industries, Inc.
7079 Peck Rd.
Marlette, MI 48453
517/635-7465

Reloc, Div. Lithonia Lighting
P.O. Box A
Conyers, GA 30207
404/483-8731

Ron Rezek/Lighting
5041 Pico Blvd.
Los Angeles, CA 90019
213/931-2488

Richards Mfg. Co
4505 Bandini Blvd.
Los Angeles, CA 90040
213/263-9501

H.H. Robertson Co.
400 Holiday Dr.
Pittsburgh, PA 15220
412/928-7500

Rockaway Metal Products
175 Roger Ave.
Inwood, NY 11696
516/239-1000

Julius Roehrs Exotic Nurseries
Rte. 33, E.
RD. #2, P.O. Box 144
Farmingdale, NJ 07727
201/938-5111

Edward Axel Roffman Assoc.
430 East 59 St.
New York, NY 10022
212/753-4252

Rose-Johnson
111Godfrey S.W.
Grand Rapids, MI 49503
616/245-2103

Rose Manufacturing Co.
1600 Marshall S.E.
Grand Rapids, MI 49507
616/241-2451

Rosemount Office Systems
Airlake Industrial Pk.
Lakeville, MN 55044
612/469-4416

Rosenwach, Inc.
(see Sitecraft)

Rudd International Corp.
1066 31 St. N.W.
Washington, D.C. 20007
202/333-5600

Hugh Ruppersburg & Assoc.
10A5-7 Merchandise Mart
Atlanta, GA 30303
404/688-6727

SPI Lighting Group (see McGraw-Edison Co. Area Lighting)

Saxony Carpet
979 Third Ave.
New York, NY 10022
212/755-7100

Scandiline Industries, Inc.
1217 W. Artesia Blvd.
Compton, CA 90220
213/537-6411

Sempatap, Inc.
1518 E. 15 St.
Los Angeles, CA 90021
213/749-7329

Sevacraft Div. Winkelman Ind. Inc.
5737 E. Rosedale
Ft. Worth, TX 76112
817/654-3004

Shaw-Walker Co.
Box 209
Muskegon, MI 49443
616/722-7211

Shelmark Industries, Inc.
1224 Kinnear Rd.
Columbus, Ohio 43212
614/486-5234

Madelyn Simon & Associates
55 W. 16 St.
New York, NY 10011
212/989-6689

Sitecraft Space by Rosenwach
40-25 Crescent St.
Long Island City, NY 11101
212/729-4900

Slater Corp.
300 W. Hubbard
Chicago, Ill 60610
312/467-7100

Slater Lighting
45 Sea Cliff Ave.
Glen Cove, NY 11542
516/671-7000

Smokador Products Co.
470 W. First Ave.
Roselle, NJ 07203
201/241-5300

Snypp Lighting & Accessories, Inc.
2278 Peachtree Rd.
Atlanta, Ga 30309
404/351-2414

Sonotrol Systems Ltd.
14 Meteor Dr.
Rexdale, Ont. M9W 1A4
Canada 416/675-2185

Sound Industries Inc.
375 Common St.
Lawrence, MA 01840
617/685-3521



Artec, div. Kimball. Circle No. 367.

Sound Solutions/Donjon Ent.
6235 Tomkron Rd.
Mississauga, Ont. L5T 1K2
416/678-6363

Space Wall Systems, Inc.
Box 2128
Columbia, MD 21045
301/596-1160

J.H. Spaulding, Sub. Walter Kidde
1736 Dreman Ave.
Cincinnati, OH 45240
513/541-3486

Specbuilt Corp. (Specification Built)
105 Amor Ave.
Carlstadt, NJ 07072
201/438-1864

Springer-Penquin Inc.
11 Brookdale Place P.O. Box 199
Mt. Vernon, NY 10550
914/699-3200

Square D Co.
5735 College Corner Rd.
Oxford, OH 45056
513/523-4171

Staff Lighting Corp.
P.O. Box 1020
Highland, NY 12528
914/691-6262

Stark Carpet Corp.
979 Third Ave.
New York, NY 10022
212/752-9000

Ste-Marie & Laurent Inc.
12240 Albert Hudon
Montreal, Que. H1G 3K7
514/321-2544

Steelcase Inc.
1120 36 St. S.E.
Grand Rapids, MI 49508
616/247-2710

Sterner Lighting Systems, Inc.
351 Lewis Ave.
Winsted MN 55395
800/328-7480

Storagewall
1406 N. Sandburg Ter.
Chicago, IL 60610
312/337-4738

Storwal International Inc.
901 Merchandise Mart
Chicago, IL 60654
312/822-9240

Stow/Davis
25 Summer N.W.
Grand Rapids MI 49504
616/456-9681

Stratton Carpet
P.O. Box 1007
Cartersville, GA 30120
404/382-9350

Structural Concepts, Inc.
17237 Van Wagoner Rd.
Spring Lake, MI 49456
616/846-3300

Sunar Ltd.
1 Sunshine Ave.
Waterloo, Ont. N2J 4K5
519/886-2000

Syma Structures
(see Alka Structures)

Swivelier Co., Inc.
33 Rt. 304
Nanuet, NY 10954
914/623-3471

Systems Mfg. Corp.
13 Broad St.
Binghamton, NY 13901
607/723-6344

Tate Architectural Products
7510 Montevideo Rd.
Jessup, MD 20794
301/799-4200

Tayco Office Screens Ltd.
37 Hanna Ave. Unit 6
Toronto, Ont. M6K 1W9
416/363-0279

Taylor Evans Ltd.
4645 Blvd. des Grandes Prairies
Montreal, Que. H1R 1A5
514/325-7700

Techniques In Wood
8-10 Cairn St.
Rochester, NY 14611
716/328-3800

Teledyne Big Beam
290 E. Praire St. P.O. Box 518
Crystal Lake, Ill. 60014
815/459-6100

Terrestris Greenhouses, Inc.
409 E. 60 St.
New York, NY 10022
212/758-8292

T&B/Thomas & Betts,
Div. Thomas & Betts Corp.
920 Rte. 202
Raritan, NJ 08869
201/685-1600

3M, Electro-Products Div.
3 M Center
St. Paul, MN 55144
612/733-1110

Timbercraft, Inc.
7569 Woodman Pl.
Van Nuys, CA 91405
213/988-2174

Total Concepts Installation, Inc. (TCI)
110 First St.
Jersey City, NJ 07302
210/798-0510

Transwall Corp.
143 Pennsylvania Ave.
Malvern, PA 19355
215/647-3040

Trendway Corp.
P.O. Box 1110
Holland, MI 49423
616/399-3900

Trimble House Corp.
4658 Old Peachtree Rd.
Norcross, GA 30091
404/448-1973

Tropical Foliage Corp.
825 Berkshire Valley Rd.
Wharton, NJ 07885
201/361-8550

TSAO Designs Inc.
31 Grove St.
New Canaan, CT 06840
203/966-9559

Tuohy Furn. Corp.
42 St. Albans Pl.
Chatfield, MN 55923
507/867-4280

U.S. Gypsum Co.
101 S. Wacker Dr.
Chicago, IL 60606
312/321-4000

Unicube Corp.
Div. Gordon Tube Products Inc.
540 Manida St.
New York, NY 10474
212/378-1700

Union Products Intl.
507 W. Union St.
Ligonier, IN 46767
219/894-7117

Unistrut Interior Building Systems,
Div. GTE Products Corp.
1821 Bedford Ave.
N. Kansas City, MO 64116
816/421-4011

Unique Concepts
59 Willet St.
Bloomfield, NJ 07003
201/532-2393

United States Gypsum Co.
101 So. Wacker Dr.
Chicago, IL 60606
312/321-3852

Universal Building Systems, Inc.
345 Phelan Ave.
San Jose, CA 95112
408/998-2477

Valli Furniture Mfg. Corp.
430 Lincoln St. P.O. Box 1090
Easton, PA 18042
215/253-2093

Vaughan Walls, Inc.
P.O. Box 68518
Indianapolis, IN 46268
317/299-0070

Virginia Metal Industries, Inc.
P.O. Box 709
Orange, VA 22960
703/672-2800

Vogel-Peterson Co.
Rte 83 & Madison St.
Elmhurst, IL 60126
312/279-7123

WDID Inc.,
43 Sprague Ave.
Amityville, NY 11701
516/598-3107

Walker Div. of Butler Mfg. Co.
620 Depot St.
Parkersburg, WV 26101
304/485-1611

Walker Systems, Inc.
520 S. 21 Ave. E.
Duluth, MN 55812
218/728-4434

Watson Furniture Systems
12715 Miller Rd. N.E.
Bainbridge Island, WA 98110
206/842-6601

Wegman Construction Co.
P.O. Box 38414
Cincinnati, OH 45238
404/953-9473

Westinghouse ASD
4300 36 St. S.E.
Grand Rapids, MI 49508
616/949-1050

Wide-Lite Corp.
P.O. Box 606
San Marcos, TX 78666
512/392-5821

Wiremold Co.
Woodlawn St.
W. Hartford, CT 06110
203/233-6251

Witt Corp., Inc.
4454 Steel Pl.
Cincinnati, OH 45209
513/871-5700

Wolffwire
P.O. Box 668, 902 Rowe St.
Ludington MI 49431
616/845-1574

Wood Design Office Furniture Co.
Beechwood Ave.
French Lick, IN 47432
812/936-9977

Xception Design Ltd.
2875 Industrial Blvd.
Laval, Que H7L 3V8
514-668-0710

TURNOVER CUT 50 PERCENT WITH OPEN PLAN DESIGN

Wells Fargo Bank divisions in Santa Ana and Walnut Creek, Calif. discover panels and partitions are key to worker retention



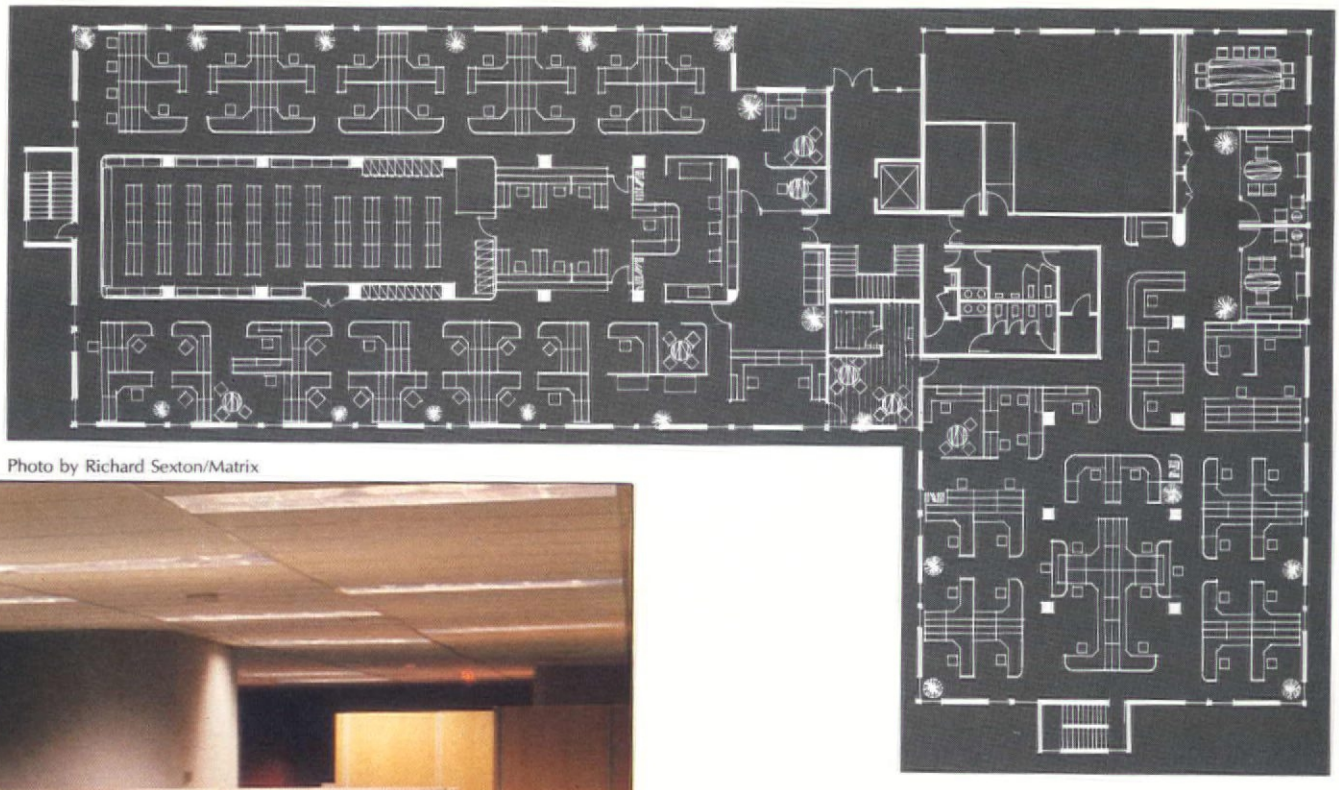


Photo by Richard Sexton/Matrix



Implementation of a carefully specified open plan system reduced employee turnover by 50 percent at the Wells Fargo Bank Consumer Credit Service Centers. Paul Kahn, bank vice president and manager, consumer services department, reports turnover at 9.6 percent, down from 17.2 percent in 1981. Kahn, who manages four bank centers designed by Environmental Planning & Research (EPR), says morale and worker attitude have definitely improved.

A post-design evaluation determined degree of employee satisfaction with the open plan environments at both Walnut Creek and Santa Ana facilities. EPR worked with the systems manufacturer on post-occupancy research questionnaires. Robbie Cook, EPR project director, says 12 of 18 design categories evaluated were ranked as "adequate/very good" by more than 90 percent of respondents at the Santa Ana center. Of 152 workers, 109 (71.7 percent) responded to the open plan analysis.

Of those respondents, 100 percent rated overall look of the system "adequate/very good." Other high-ranking aspects were: type/quality of furnishings—98.1 percent; look of workstations—98 percent; comfort of workstation—98 percent; worksurface space—97 percent; and chair comfort—97 percent. In addition, general office environment, color, coworker access, and plantscaping were given high ratings by 93 percent or more of respondents.

Percentages of "adequate/very good" responses ranged from 71.4 to 89 percent for type/quality of data equipment, overall lighting, access to equipment, amenities, storage, and noise level. Comparable statistics resulted from the Walnut Creek division study.

Cook claimed the research was worthwhile in studying

Counter-topped panels at the Walnut Creek office of Wells Fargo (left) provide space for plants and aid in mail distribution. Floor plan (top) shows placement of workstations, offices, and conference areas at the Walnut Creek division.

WELLS FARGO

Softened edges promote positive attitude

what works effectively in open plan design. "I was surprised by the results. Knowing that a high degree of privacy and quiet is important, I was amazed to see that those two features were almost totally integrated," he says. "Psychological feelings that open plan offices are less private than conventional offices often prevent workers from adapting to a partitioned system." Acoustical treatment is crucial to privacy levels. Cook recommends carpet, absorbent wall treatments, and acoustical ceilings to eliminate excess noise.

"Density is also just as important," says Cook. "Eight to 10 ft. between workers is a must, as are adequate masking sounds, such as HVAC and lighting fixture noise. Most open plan failures resulted from not adhering to those guidelines."

Noise problems in the system can be eased with white noise and artificial sound systems for additional masking. Density can be altered as well. Those elements, says Cook, are reasons Herman Miller, the manufacturer, and EPR evaluated design. "We could determine any needs for modification. Characteristics of the open plan permitted those adjustments without added expense."

Pre-design studies essential

Of course, recognizing needs before a design is finalized is even more effective. Cook's pre-design analysis took the form of employee interviews and questionnaires to understand work, function, traffic patterns, and adjacency values. Designers then had a written document as a guideline for layout and specification.

Humanistic needs are other factors determining design. "Workers often fear open plan offices because of their high-tech qualities. We responded with a softness in color and texture," reports Cook. "Rounded edges and shapes in furniture and panels were also effective elements in promoting positive attitudes toward the space."

Softened coloration included plum carpet accented by mauve, burgundy, turquoise, and rose furnishings. Ambient lighting reduced glare on video display terminals with task lighting providing worksurface illumination. A mix of carpet tile and rolled carpet allowed access to floor ducts where necessary. That combination gave a neater appearance to continuous aisle and lobby space where rolled carpet could be used.

EPR's objectives in designing Wells Fargo's open plan environment included: effective space utilization, improved worker communication, supervision and privacy (achieved through supervisors' glass-paneled offices), personal comfort, changeability, high quality of acoustics, tailoring workstations to tasks, and eliminating density.

Morale problems among middle management executives who lost private offices were eased by upgrading workstations with wood grains and larger spaces. Individual work areas boosted feelings among lower level employees.

Judging from worker response to the EPR design effort, the job was successful. One employee says, "I like the idea of having my own 'private' office regardless of grade or position. It is an ego trip and should lead to increased pride in work and quality of performance." □

SOURCES

Walnut Creek: **Carpet**—Stratton Industries. **Furniture system**—Herman Miller Action Office. **Seating, fabric**—Herman Miller. **Lighting**—Columbia Lighting Inc., Halo. **Ceiling**—Owens-Corning. **Wallcovering**—Boyd. **Window treatment**—Levolor. **Signage**—Art Pacheco, Snap-View. **Accessories**—Smokador. **Plants**—Richard Melbourn.

Santa Ana: **Carpet Tile**—Interface. **Furniture system**—Herman Miller Action Office. **Seating, fabric**—Herman Miller. **Lighting**—Columbia Lighting Inc., Halo. **Ceiling**—Armstrong. **Wallcovering**—Boyd, Tandem Fabric. **Window treatment**—Levolor. **Signage**—Art Pacheco. **Accessories**—Smokador. **Plants**—Superior Nursery. **Display board**—Egan Visual. **Millwork**—Western Wood. **Folding partition**—Advanced Equipment. **Artwork**—Elizabeth Gaidos.

Project firm—Environmental Planning & Research.
Project director—Robbie Cook.
Project manager—Lynn Hastings.
Job captain—Floyd Bowen.
Space planner—Amy Gottlieb.
Designers—Marcia Teitgen, Leo Smith.

Photo by Duane Allen

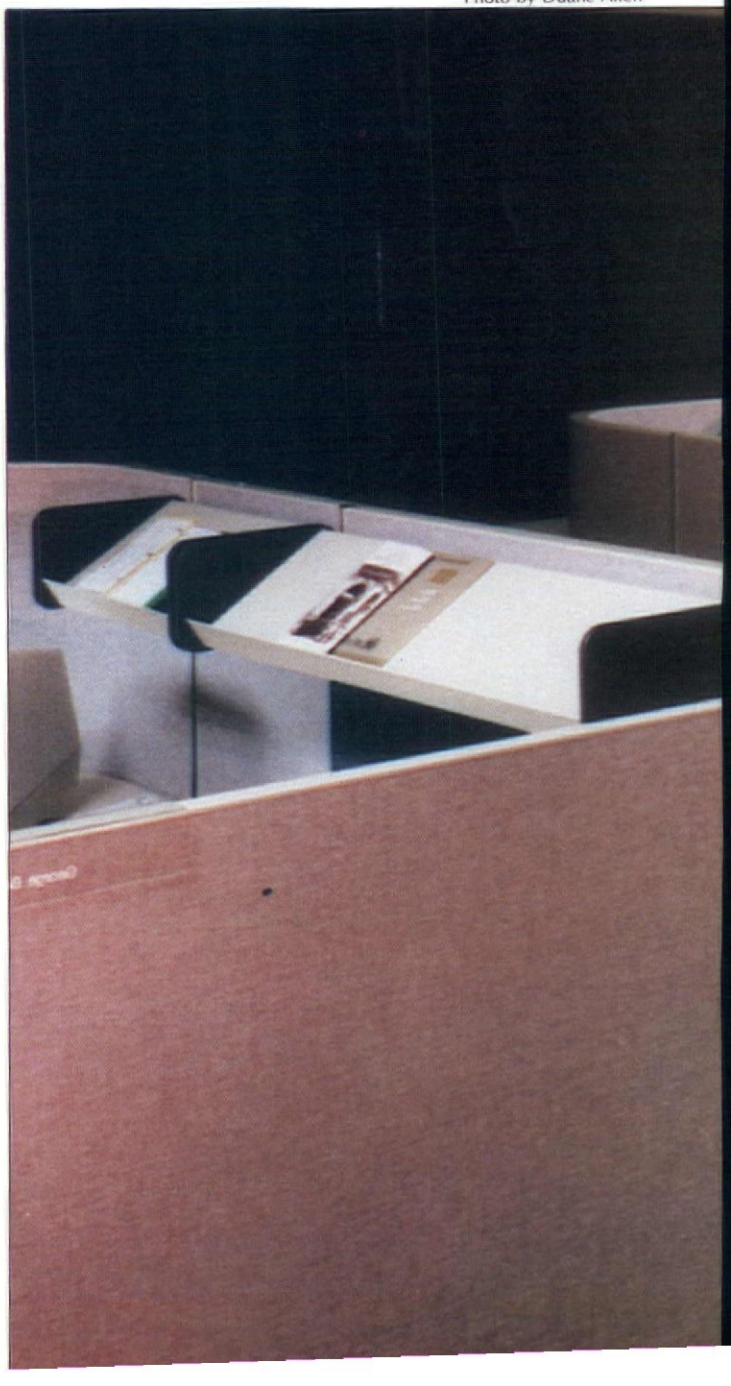


Photo by Richard Sexton/Matrix



Workers operate VDTs (left) in updated surroundings at Walnut Creek. Carpet tile applications give convenient access to wiring in an automated office situation. Similar open plan layout at the Santa Ana office of Wells Fargo (below) is "plantscaped" for a greener environment. Rounded corners of panel configurations soften look of the open plan system.

Retail Design Concepts Applied To Open Plan

Worker communication gets support from use of office malls, atriums, and stairwells that foster human interaction

by **Roberta Walton**
Managing Editor

Retail design concepts—as applied in malls and shopping centers—are being specified by space planners for open office environments in an effort to foster communication.

Atriums, stairwells, traffic patterns, and browsing routes that were once used in store design motifs alone are promoting retail-style communication in liberated office settings.

In our day of major facility change, users and designers are giving more than lip service to office communication. They see it as both the key to enhanced productivity and the underlying principle assuring longevity in facility design.

Identify communication units

Several studies about employee interaction have long defended the open plan landscape against surprise attack. And, more are yielding results that may alter the thinking of open-space planners in the future.

One time-tested study linking improved employee productivity to enhanced communication has been applied to corporate environments through the consulting work of Dr. Thomas J. Allen, professor of organizational psychology and management, Alfred P. Sloan School of Management, M.I.T.

Allen, who currently manages the university's Industrial Liaison program in which 200 participating companies receive management assistance on an annual fee basis, has been working in the area of corporate productivity/communication analysis since 1963. His book, *Managing the Flow of Technology* (M.I.T. Press, 1977) is a noted resource in the field.

His research conclusions have been borne out in actual practice with clients such as Occidental Research, Rockwell International, IBM, Corning Glass Works, Bell Labs, and Exxon.

"Some of our earliest studies," notes Allen, "revealed that the probability of people communicating about a work-related subject dropped rapidly as the distance between their offices increased. By tabulating a proportion of people who communicate with a central authority, we identified communication units around which an office could be more efficiently designed."

Time sampling on randomly chosen days is a key strategy of each of Allen's projects. "We ask each employee about his conversations with other people. The next step is to draw diagrams and group people together by project teams and departments," Allen explains.

Communication units are defined and ways to enhance them are devised for recommendation to project designers and architects.

Influencing traffic patterns

Allen's work since the early '70s has been primarily with research and development (R & D) arms of major companies. "Our research indicated that the best source of information for R & D professionals was technical discussion with a colleague," says Allen. Thus, his mission in all consulting work has been to define the communication structure of R & D divisions and create means to reinforce dialogue and exchange.

Impromptu meetings and face-to-face exchange between R & D professionals have been identified by Allen as the most creative and productive worker interactions, comprising some 80 percent of idea-generation among engineers alone.

"By influencing traffic patterns," notes Allen, "the designer can increase the probability of spontaneous exchange." Allen's consulting work with Rogers Corp., Rogers, Conn. exercised this principle recently.

"Their R & D group was located in various parts of an old building," says Allen. "We encouraged them to create a central dining area and auditorium to establish traffic patterns that crossed group lines. In addition, conference rooms were situated so that they were shared by various offices—not separated out."

Open stairwells, bays multiply

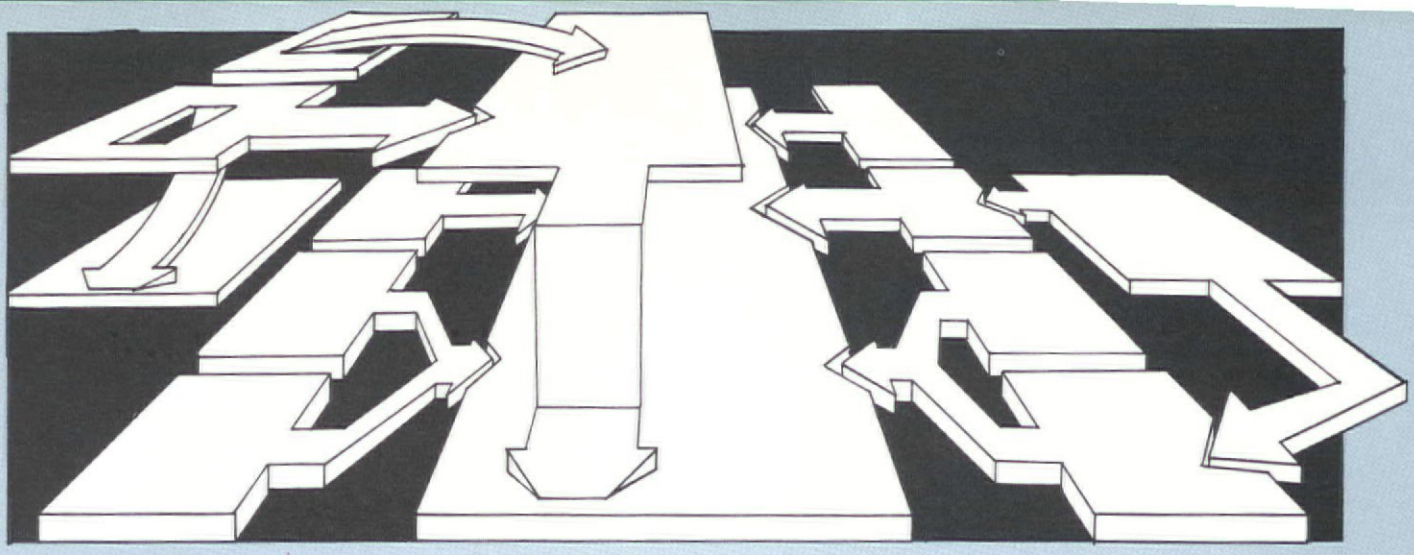
Allen observes that, currently, industry attention is being given to vertical separation (between floors) as well as to the traditionally recognized problem of horizontal separation (within a floor) outlined above.

Retail design concepts, as applied in malls and shopping centers, are being explored as possible solutions to floor-to-floor separation.

Retail design strategies that encourage employee communication and "browsing" between floors include specifying stairwells for projects.

"Exposed stairwells that are centrally located on a pedestrian mall or shopping center-style atrium, remind people of the existence of other floors," explains Allen. "The stairwell helps to develop a new traffic pattern that encourages informal, creative worker interaction." Elevators, on the other hand, create distance and tend to erode potential for interaction.

A resulting sense of employee community is achieved through office stairwells, malls, and atriums. As applied at Corning Glass Works, Corning, N.J., one of Allen's recent clients, an atrium houses 740 engineers in a three-story obstacle-free environment. A system of



Traffic patterns, browsing routes of employees can be influenced to enhance communication.

stairs, ramps, and escalators creates maximum visibility that improves vertical movement. In addition, an open plan formula provides informal gathering places to foster sought-after communication among R & D professionals.

"These interaction areas," notes allen, "include 100-sq. ft. bay areas that hold offices for each of six technology centers." Each bay end has lounge seating, writing walls, and coffee service.

The design of these coffee areas was carefully master-minded by Corning which predicted that the areas would be used by two types of employees: those who loaf naturally and those who would have felt guilty about being perceived as loafers.

A solution was reached by the designers who created elbow-height counters near writing walls for plotting technical diagrams. "This way, "observes Allen, "anyone who used them had to stand and looked busy as a result."

Lab centers are alternatives

In place of separate interaction areas, such as those at Corning, some companies are experimenting with department lounges which are preserved within group areas.

Examples of companies currently using this strategy include a one million sq. ft. Bell Labs office and the French National Oil Company, Elf Aquitaine. The latter is building a new research laboratory that features a central core offering common facilities off of which labs and subspecialty offices radiate like spokes of a wheel.

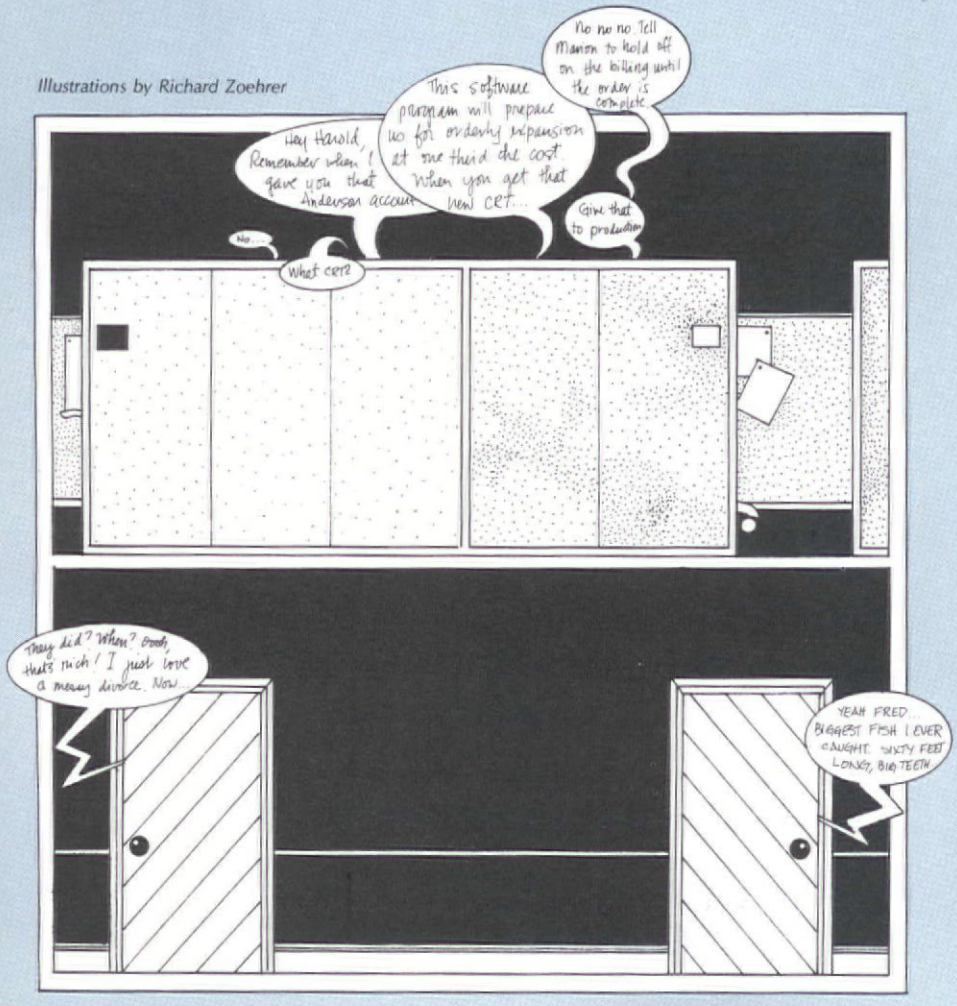
Any common area, whether for coffee, or services such as photocopying, qualifies as an interaction center.

"More and more of my clients are receptive to thinking of the R & D facility in a shopping mall manner, almost like a village green," Allen says. His contact with companies involves two groups—R & D people themselves and executive, top-level management.

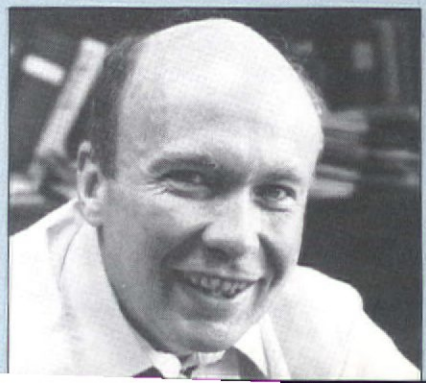
"Corporate executives could consider me an invader on their turf. But, because of their interest in minimizing problems and avoiding costly mistakes, cooperation is fully offered," Allen concludes.

By relating communication to performance, which in turn are affected by architecture, Allen establishes a valuable causal chain. □

Illustrations by Richard Zoehrer



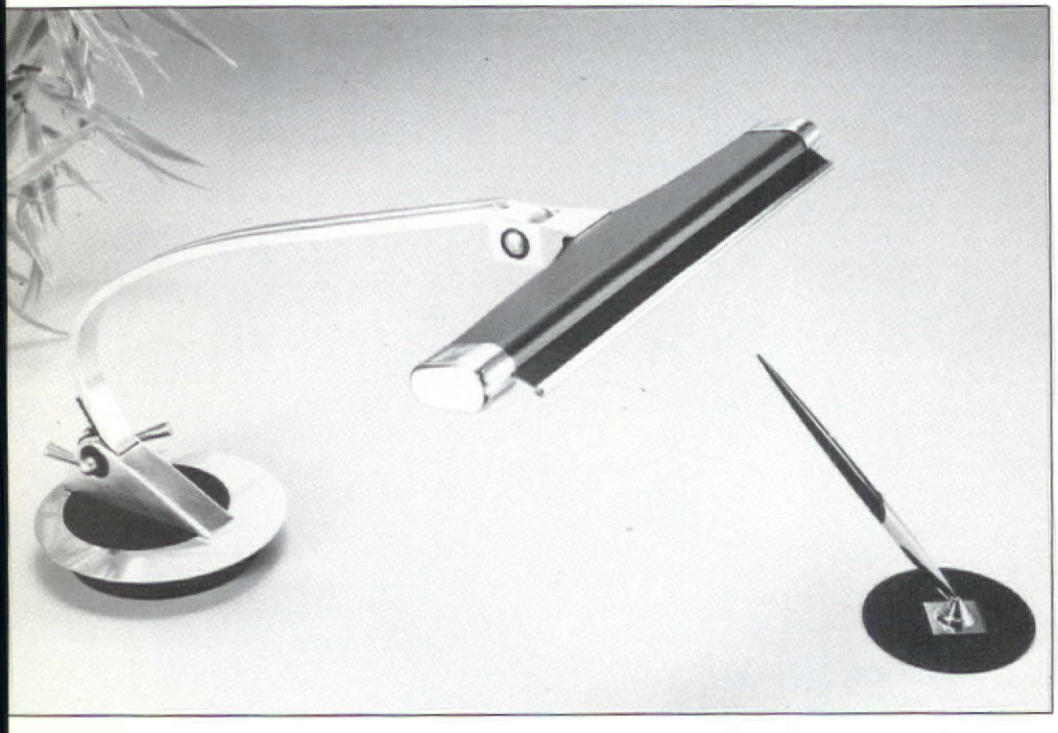
Probability of people communicating about a work-related subject increases as distance between their offices decreases, according to studies conducted by Dr. Thomas Allen, Sloan School of Management, M.I.T. (below). Offices can be more efficiently designed around communication units, Allen finds. Illustration (left) shows how work-related subjects can be a priority in open plan settings.



LIGHTING DESIGNS PROMOTE ENERGY SAVINGS

Improved color rendition, footcandle output are benefits of energy-conscious lighting

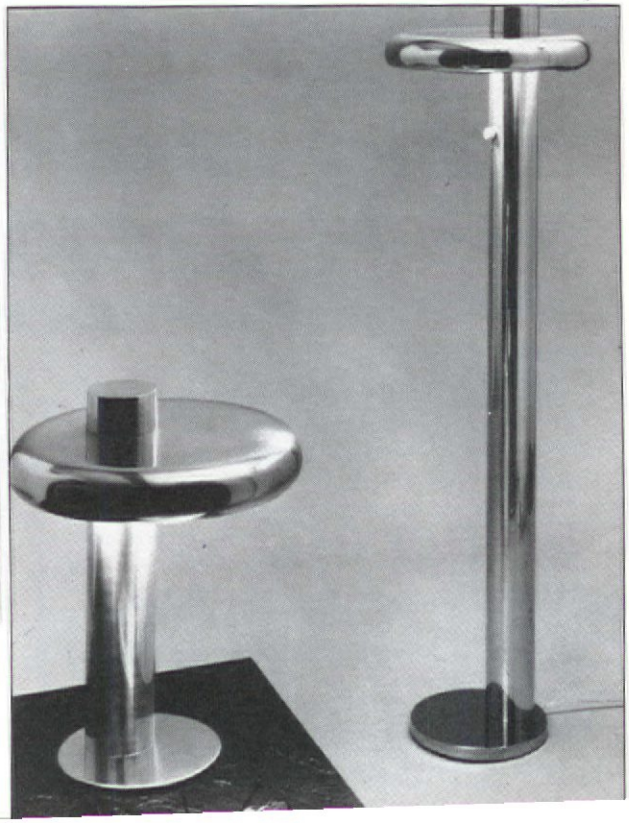
Cannon

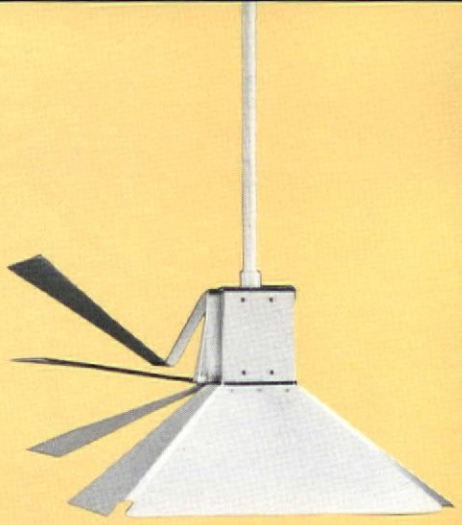


Litelab



Koch + Lowy





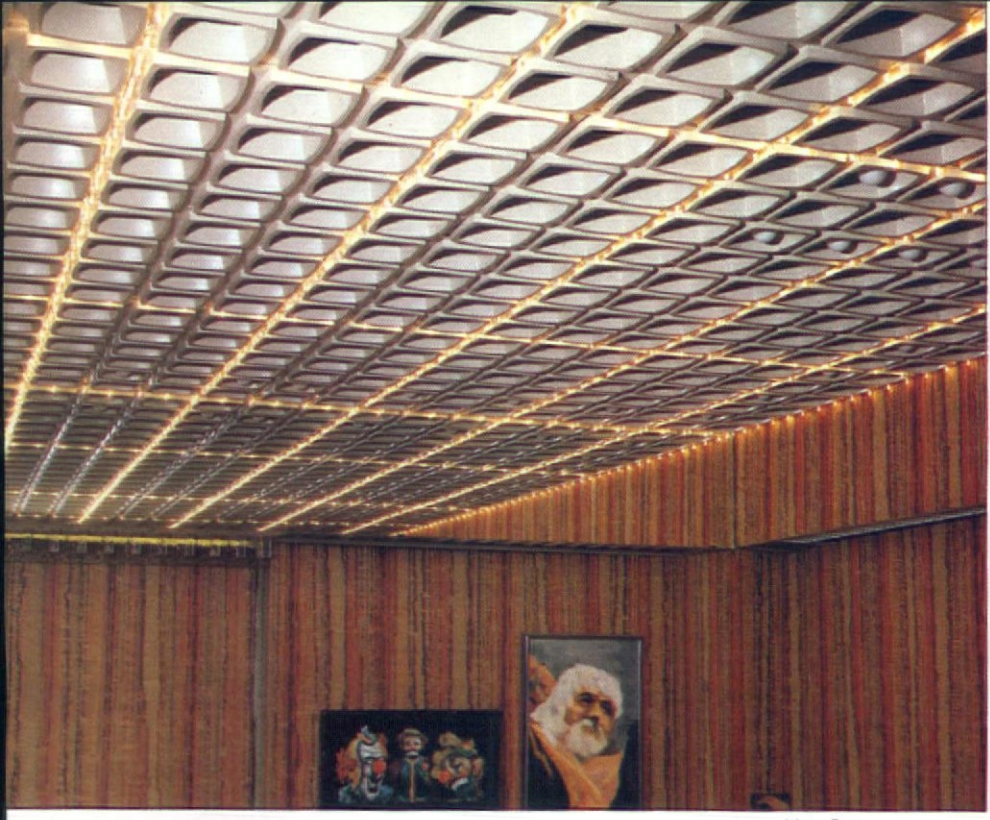
Feldman

Feldman Lighting—Firm's "Barnyard Door" lighting series has hinged brass modules which lie flat or flip up for varying light patterns. Handcrafted, designs are offered in a range of colored and metallic finishes. **Circle No. 217.**

Cannon—Diffused light from "Accent" lamp can be positioned close to work area. Thin fluorescent tube from General Electric provides up to 150 footcandles. **Circle No. 202.**

Litelab—Expanded low-voltage fixture line includes LPB-64 (shown). Offering high-intensity pinspot light for long-throw applications, fixture is suitable for multiple-story lobby, showroom, or atrium installations. Narrow beam creates an island of light in a 4- by 6½-ft. area. Matte white, jet black, brushed aluminum, and COM finishes are offered. **Circle No. 222.**

Koch + Lowy—Fluorescent floor lamp accommodates a 32-watt circline bulb within a low-profile shade. Lamp is offered in polished brass or chrome. **Circle No. 229.**

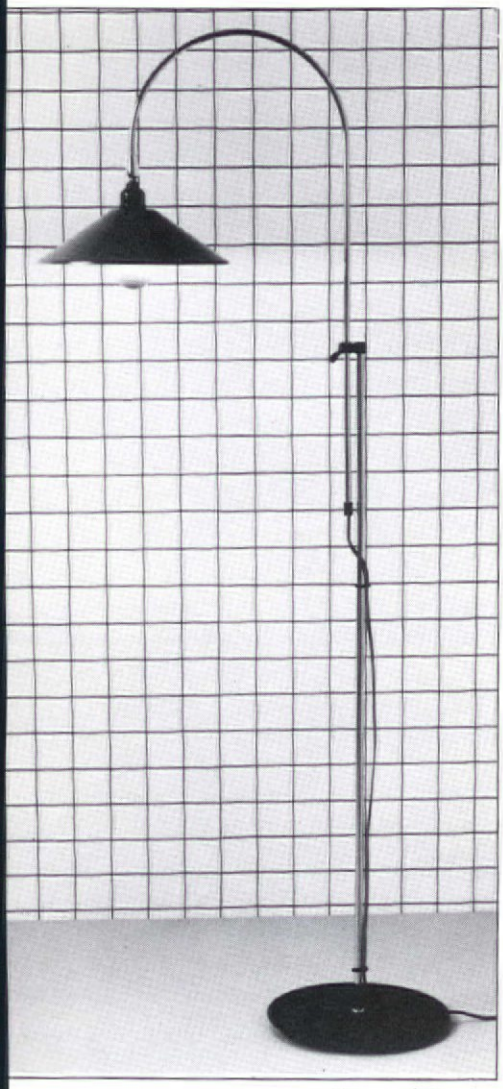


Neo-Ray

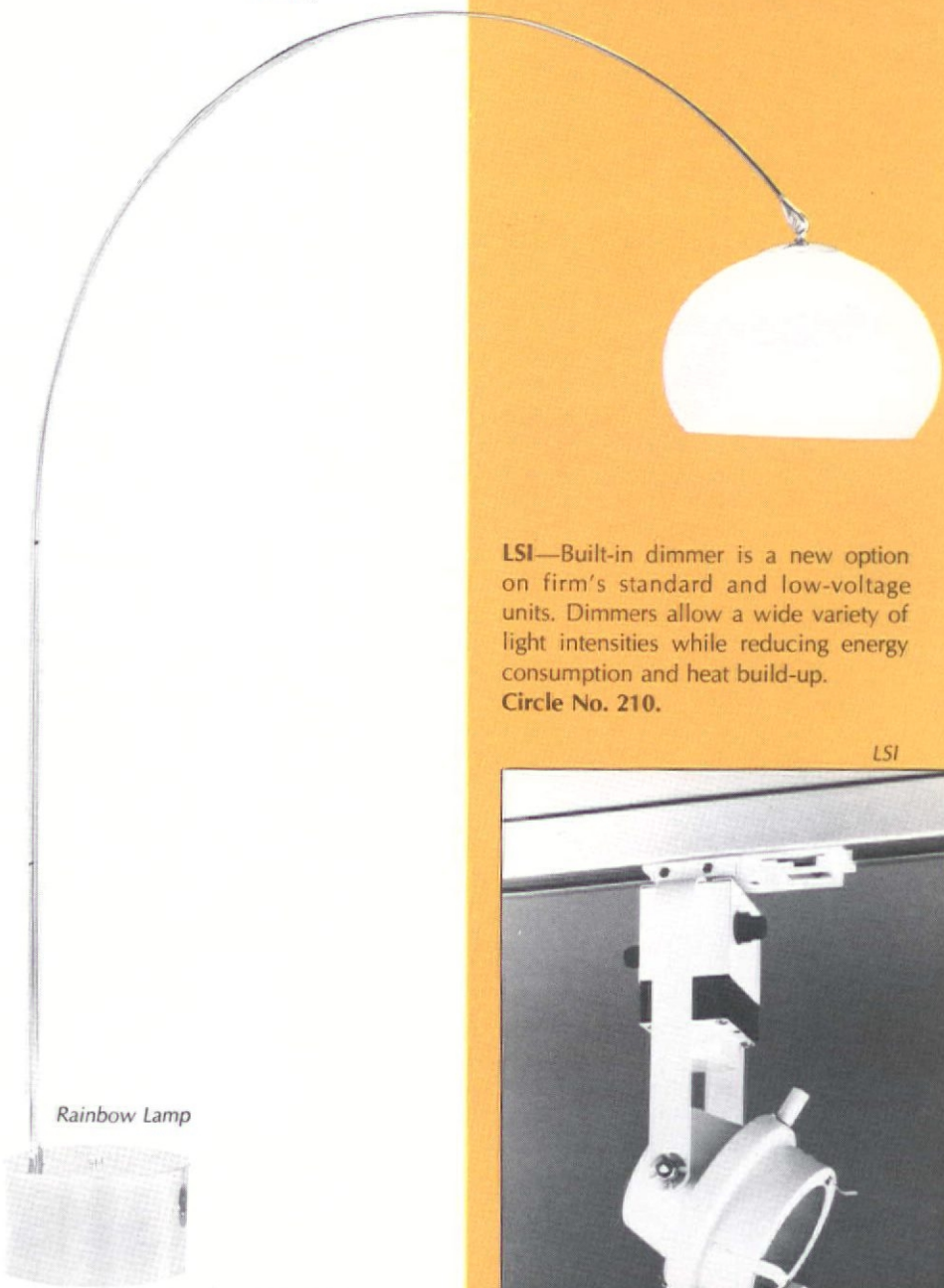
Neo-Ray—Energy-conserving, 24-volt lighting system draws only one watt per lamp. Replacement problems are solved by a 20-year life-expectancy. Lamps are set inside mirror gold metal coffers. **Circle No. 221.**

House of Dansk—AN series adjustable floor lamp is available in 14 colors and chrome or black tubing with small-or medium-size shades. Base can be used with firm's corrugated pyramid-shaped CO shade or eliptical aluminum RA shade. **Circle No. 230.**

Rainbow Lamp—New lamps feature imported acrylic eyeball shades. Torchiere model features firm's "touch control" system; arc lamp is available in 60- and 80-in. versions. Both units are offered in polished brass and chrome finishes. **Circle No. 226.**



House of Dansk



Rainbow Lamp

LSI—Built-in dimmer is a new option on firm's standard and low-voltage units. Dimmers allow a wide variety of light intensities while reducing energy consumption and heat build-up. **Circle No. 210.**

LSI

LIGHTING

Louvers reduce fluorescent bulb glare

Intalite—Magnagrid® open cellular ceiling system is used in conjunction with low-wattage, long-life lamps for maximum power with minimum energy consumption. A wide range of enameled colors and aluminum and brass finishes are available. **Circle No. 220.**

iil—Kuypers series vertical storage unit features built-in ambient fixture with diffuser. Selected lenses offer radial and linear batwing distribution as well as high-efficiency lens for ceiling heights above 9 ft. Triple media light sources enable simple movement of furnishings. **Circle No. 215.**

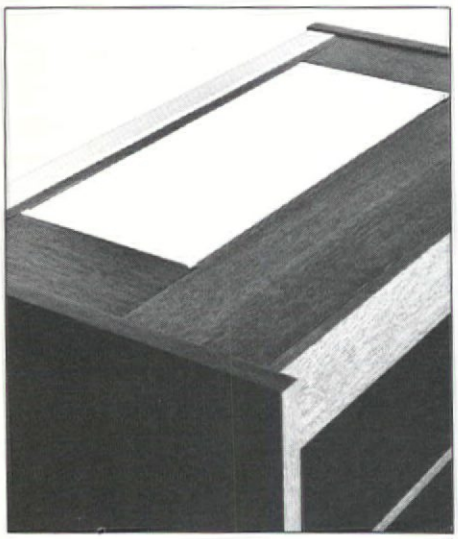
American Glass Light Co.—Paraflex louvers reduce glare and harshness of fluorescent lighting. Designed to fit existing ceilings, fixtures are offered in silver, gold, and copper in a range of cell sizes and configurations. **Circle No. 205.**

Herman Miller—Firm's workstations include integrated lighting systems designed to increase worker comfort. Critical Task Light clamps to work surface, has articulating arms capable of 355-degree rotation and 54-in. extension. Fixture directs 65 footcandles and 65 ESI footcandles directly at task without glare. **Circle No. 225.**

Ron Rezek—Adjustable desk lamp rotates 360 degrees. Vertical movement capability is up to 30 degrees. Offered all-black or black with red stem, fixture includes 6 ft. of cord and Phillips 55-watt bulb. **Circle No. 214.**



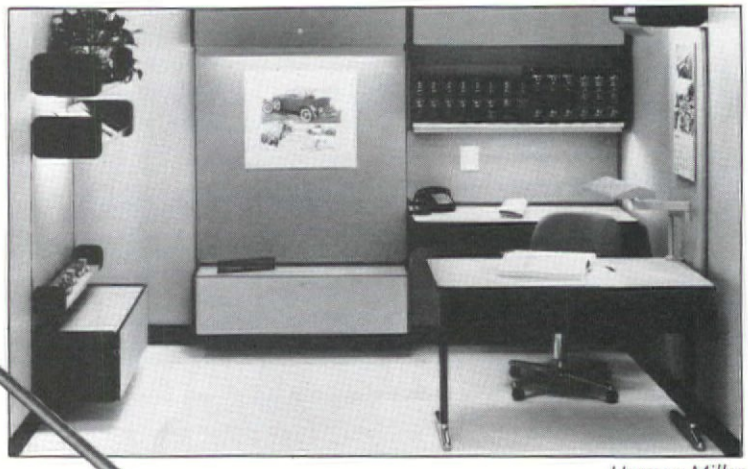
Intalite



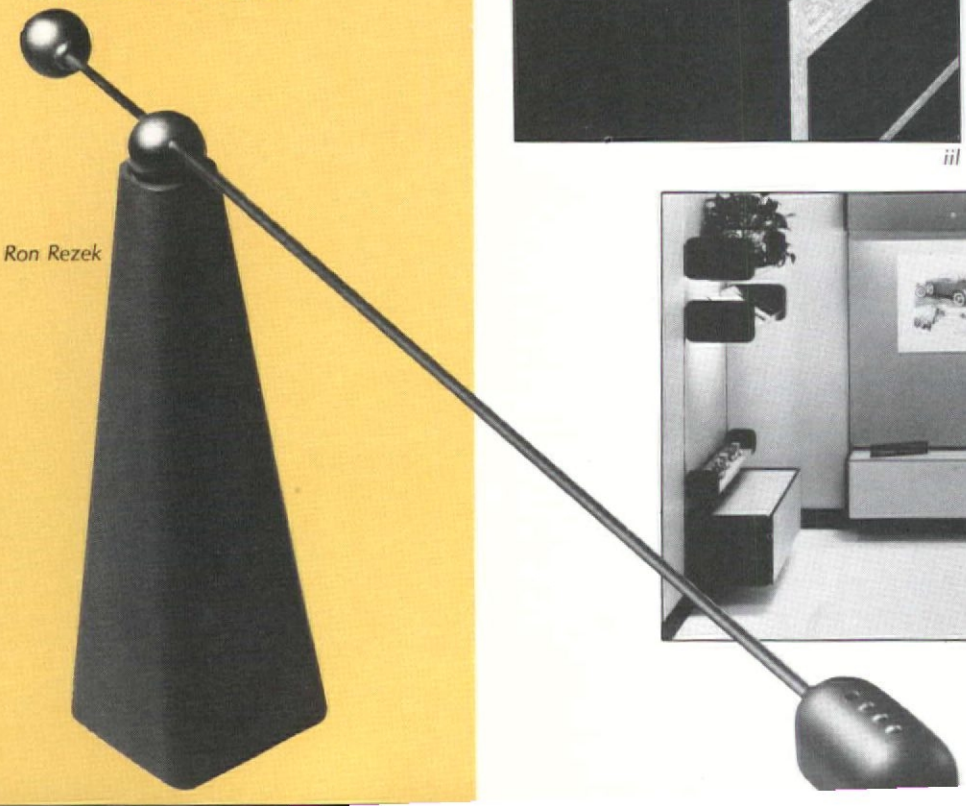
iil



American Glass Light



Herman Miller



Ron Rezek



Ainsley Lamps

Ainsley Lamps—"Connoisseur" floor and wall torchieres feature "touch-matic" controls. Refractor-pleated glass globe complements patenaed-brass stem. **Circle No. 208.**

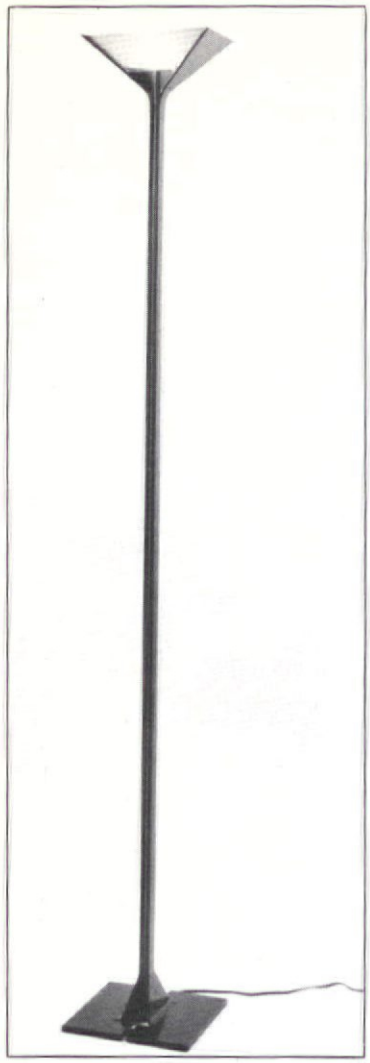
AI—Papillona, designed by Tobia Scarpa, provides direct upward light and diffused downward light. Die-cast aluminum base and reflector are fixed to extruded-aluminum stem into which a molded raceway is inserted. **Circle No. 201.**

Brayton—Crossover desk lamp has a chrome base, pleated white linen shade, and measures 32 in. overall. **Circle No. 216.**

Habitat—Paul Mayen designs new fluorescent double-aperture wall fixtures for use in areas where horizontal applications are not possible. Unit is offered in gloss white, red, polished chrome, brass, and bronze finishes. **Circle No. 223.**

Guth Lighting—"Slimlux" is an enclosed and gasketed, surface-mounted fixture designed for use in wet locations. Features include cross-link polyethylene gasketing around top and door frame for water-tight fit. Body is of 20-gauge steel finished in acrylic enamel. **Circle No. 206.**

Roxter—Firm's Corner Lites flush-mount to 90-degree corners and swivel through a wall-to-wall arc. Model shown arches 13 in. from corner. Ball shade measures 3½ in. and is fully-adjustable. **Circle No. 207.**



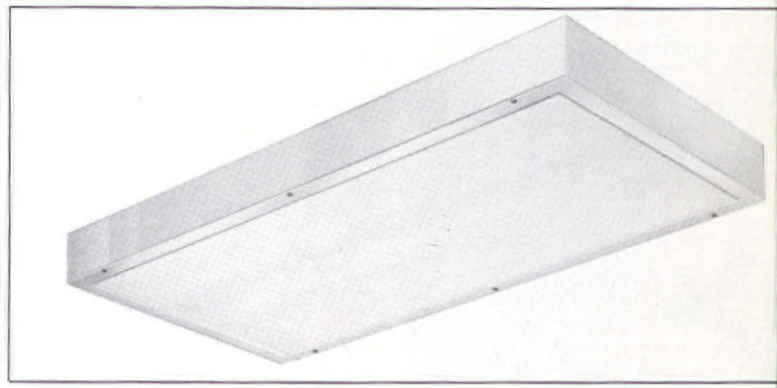
Habitat



AI

Brayton





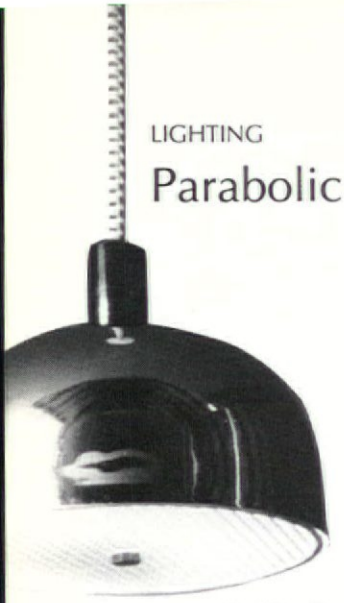
Guth Lighting



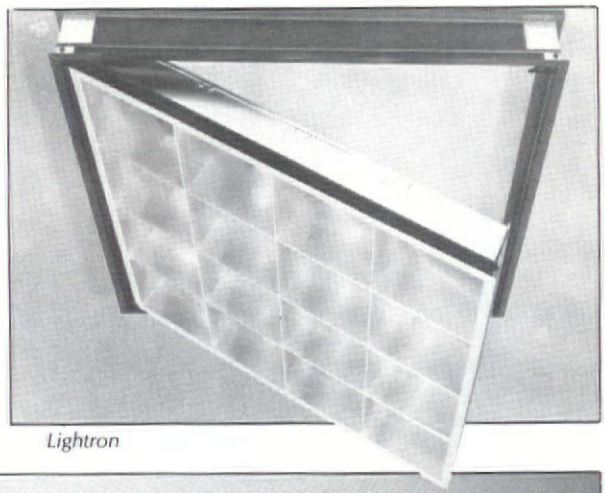
Roxter

LIGHTING

Parabolic converters simplify retrofit



Contract Lighting Systems



Lightron

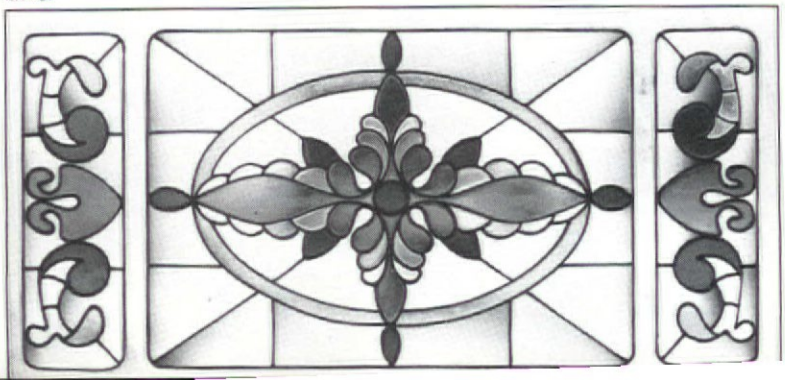


Wide-Lite



Armstrong

Envel



Contract Lighting Systems—Pendant-mounted adjustable fixture is available in polished chrome or a choice of 20 enamel colors. Light comes with a 32- and 40-watt circline fluorescent bulb. **Circle No. 204.**

Lightron—Deep-cell parabolic converter eases retrofit lighting installations. Converter enables grid-ceiling-mounted, lens-type fluorescent fixture to be fitted into a converter frame. **Circle No. 228.**

Wide-lite—Emergency light is offered in three standard colors as well as COM. Precision-engineered compact units are of injection-molded Noryl plastic. Energy-efficient, high-intensity halogen bulbs are powered by long-life calcium lead batteries. **Circle No. 213.**

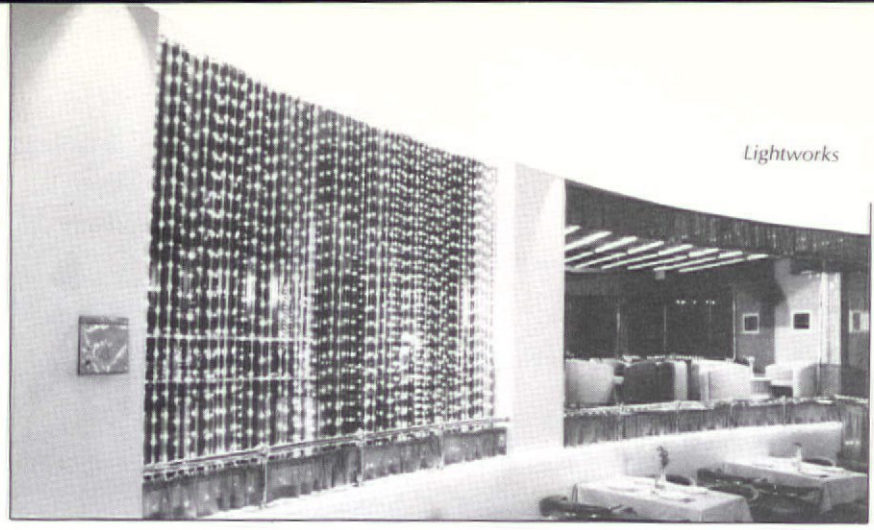
Armstrong—New 2- by 4-ft. grid systems with integrated Quadralon light fixtures are suitable for renovation projects. Both one- and two-lamp versions are offered for easy installation in a T-bar grid. Full range of ballast and wiring options, including through-wiring via tandem fixtures, enables high-power illumination at less than two-watts per square foot. **Circle No. 209.**

Capri—Two energy-reducing light fixtures were recently introduced by the firm. Tagged "Mini-cube" and "Cylinder", fixtures produce realistic light which is easy to control and adjust. MR-16 multi-mirror, quartz-halogen reflector bulb is standard. Units track- and canopy-mount or are base-weighted. **Circle No. 224.**

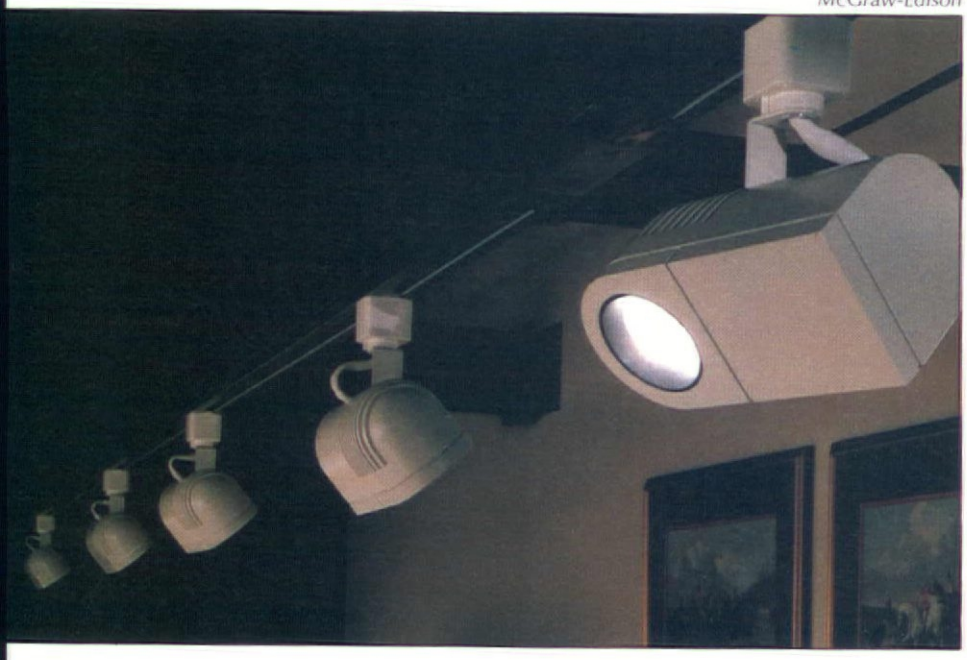
Envel Corp.—Envelite® ceiling panels are lay-in modules designed for use with standard ceiling grids. Panels are easily cut on job site for accurate fit. **Circle No. 203.**



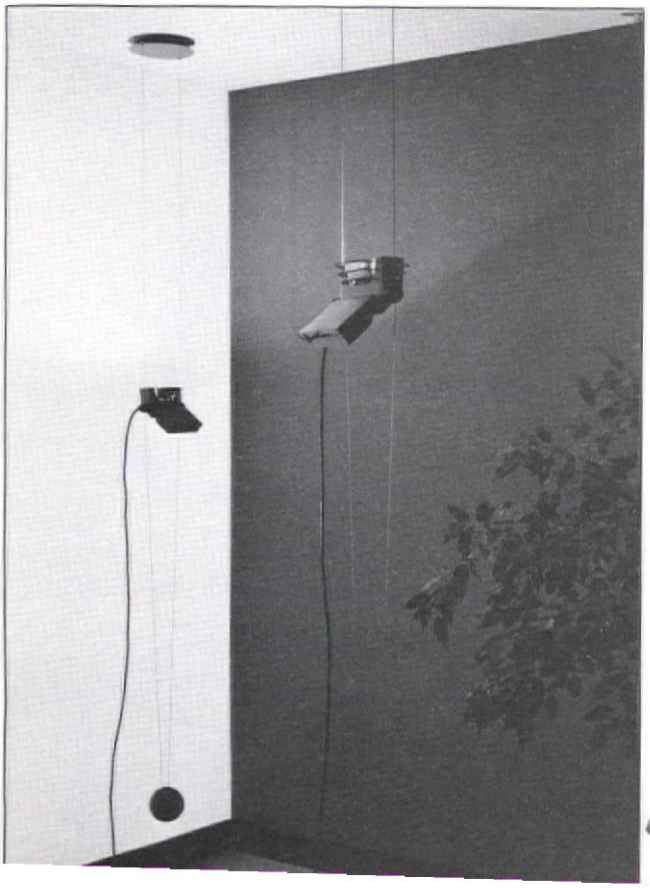
Capri



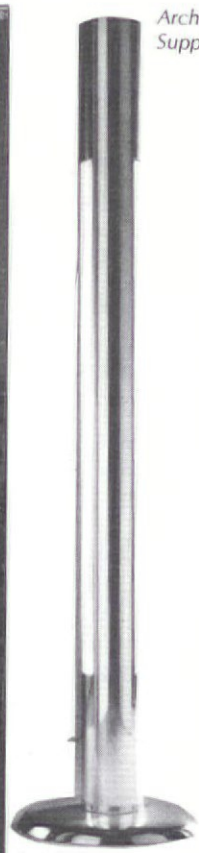
Lightworks



McGraw-Edison



Artemide



Architectural Supplements

Lightworks—"Tubelite" systems offer low voltage and ease of maintenance while creating unique lighting designs. Five-year warranty covers a variety of tube shapes and colored bulbs. **Circle No. 219.**

McGraw-Edison—Four new low-voltage lampholders are available through firm's lighting division. Created for use with Power-Trac systems, holders are used in conjunction with low-voltage bulbs designed to provide accurate color rendition. **Circle No. 227.**

Artemide—"Abolla" offers ambient, indirect lighting in open plan offices. Nylon-coated steel cable and rotating ceiling plate support halogen suspension fixture. Fully-adjustable diffuser is offered in brown and beige painted metal with protective grille. **Circle No. 211.**

Architectural Supplements—Triple Light Source floor lamp offers a combination of three light sources. Left side generates 40-watt fluorescent light; right side contains 150-watt incandescent bulb; indirect top light emits from a 250-watt quartz halogen lamp. User selects any combination of light sources to achieve various effects. Clear acrylic linear diffusers run entire length of 72-in.-high fixture. **Circle No. 212.**

Conwed—System 2 workstation includes an energy-efficient task light. Engineered to reduce wattage from 92- to 76-watts, it also minimizes glare. Fixture's wide lens spans worksurface, distributing 100 footcandles over primary task area. **Circle No. 218.**

Conwed



SPACE-SAVING FURNITURE INCREASES OUTPUT IN INDUSTRIAL SETTINGS

Industrial furniture designs aim to heighten productivity through greater worker comfort



Adirondack Direct



Krueger



Adirondack Direct—Conventional work bench has rugged, maintenance-free steel construction. Easy-to-clean benches will not gouge, become oil-soaked, or crack. **Circle No. 232.**

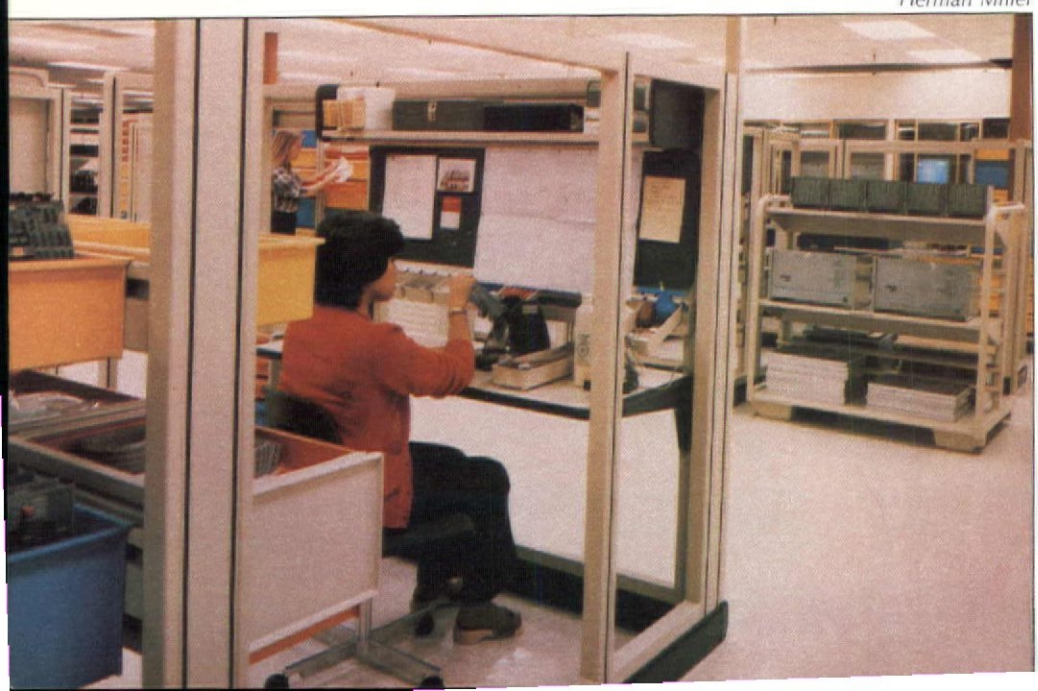
Krueger—Expansion of elevated seating line adds 18 new mechanical adjustable stools to firm's industrial furniture offerings. All have mechanical height adjustments ranging between 17- and 32¼-in. Footrings are standard; steel, wood, or upholstered seats and casters are options. **Circle No. 233.**

HAG—Firm's 3000 Stallett allows freedom of movement while it increases the leg-hip angle of seated workers. Contoured seat cushion with roll-off edge provides dual positioning and automatic angle adjustment at near-standing or drafting height. Greater mobility at task height, pneumatic seat height variance of 10 in., and trumpet-style cast-aluminum safety base are among unit's features. **Circle No. 231.**

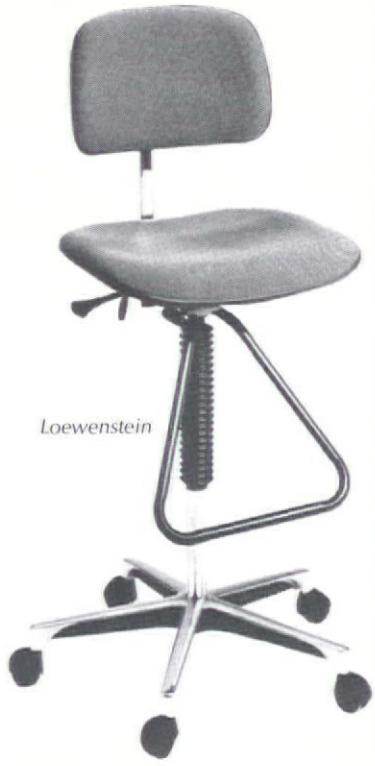
Herman Miller—Action Factory subassembly workstation is material-intensive. Staged-spine back pallet integrates this station into the process flow. Operator efficiency is maximized by placing often-used parts and tools within reach. Dispensing rails holding subcontainers enable efficient use of space. **Circle No. 238.**

Cramer—HiLine 2600 seating is offered in two basic styles and three height ranges. Contoured seat and back assures all-day sitting comfort. Back rest adjusts horizontally and vertically via firm's Multi-Lok system. All models are avail-

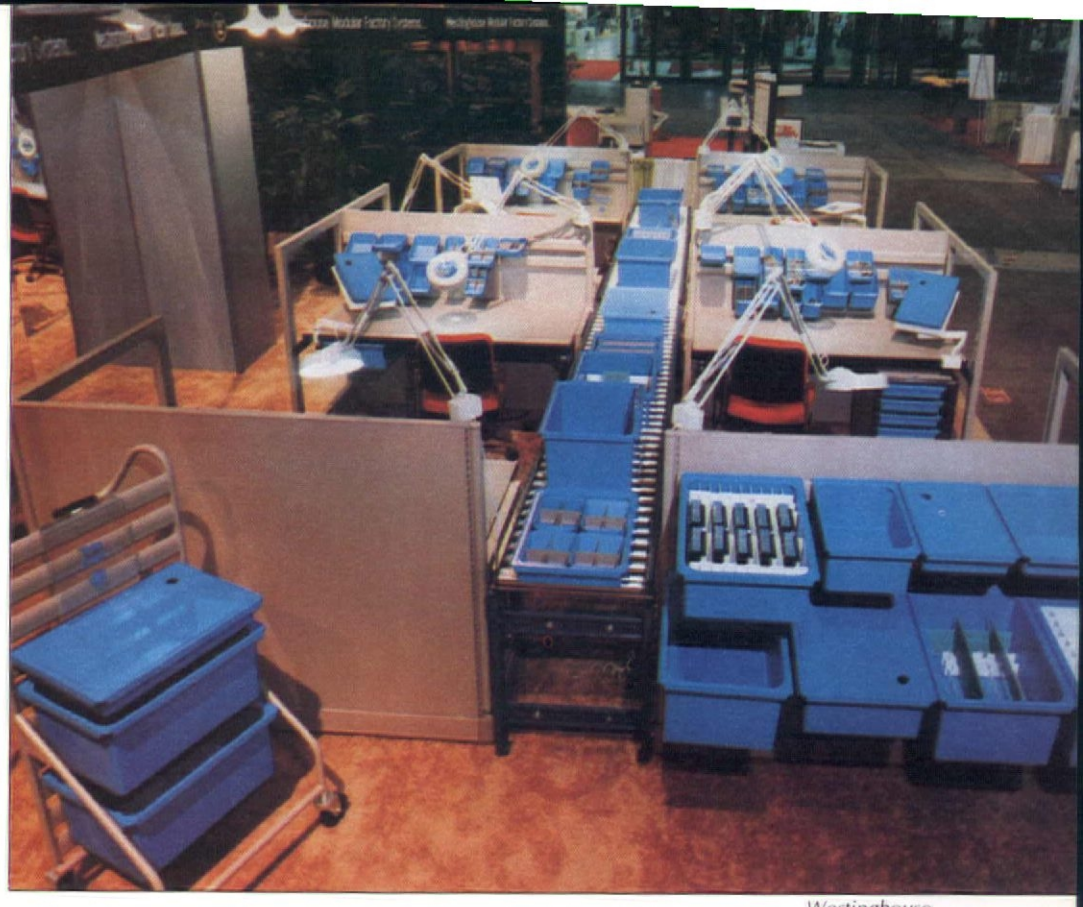
Herman Miller







Loewenstein



Westinghouse

able in chrome or in a choice of 12 enamel finishes or 67 upholstery options. A warranty backs product for 10 years. **Circle No. 236.**

Loewenstein—Almatic drafting stool incorporates all features of firm's Flex drafting stool. Additional benefits include patented Almatic adjustment mechanism and 19-in.-wide contoured seat. Control lever, located under seat, allows user to adjust back rest and seat incline independently.
Circle No. 237.

Westinghouse—Modular Factory System has been proven to increase space by 20 percent, save 97 percent in rearrangement costs, and lower energy expenses by 50 percent in office environments. Compact workstations maximize vertical space, thereby leaving floor space open for manufacturing functions. Easily-altered layouts integrate lighting, storage, and worksurfaces. Panel options include open-frame, steel, Micarta® laminate, and acoustical in five widths and four heights.
Circle No. 234.

Fixtures FMC—Drafting/operational stool is a new addition to firm's discovery seating collection. Unit features pneumatic seat height adjustment and full support in both static and dynamic posture. **Circle No. 259.**

Falcon—William Hodges div. offers open wire shelving as an alternative to contemporary storage units. Durable zinc-, stainless steel-, and chrome-plated models can be assembled in a variety of configurations to meet user requirements. **Circle No. 235.**

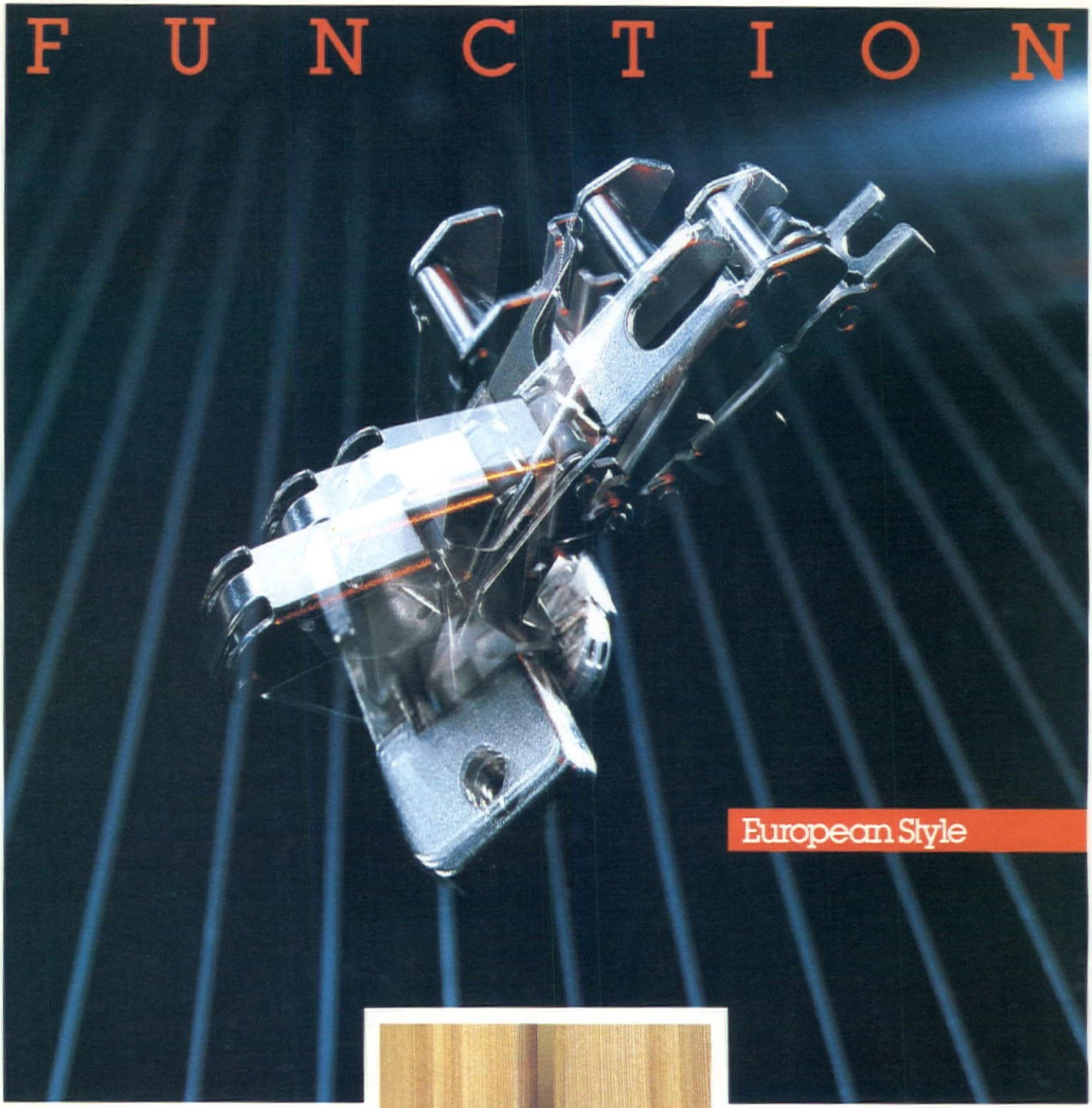


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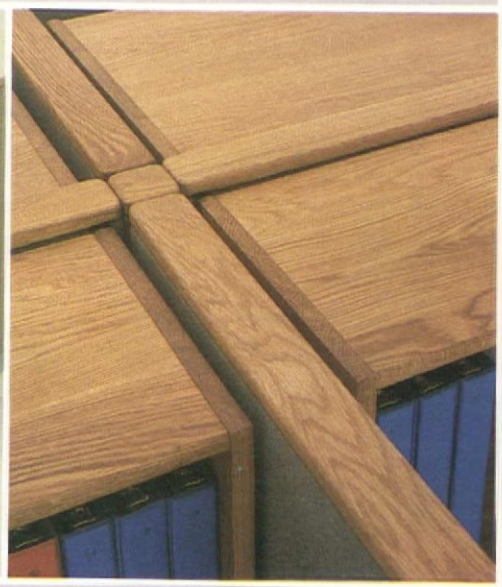
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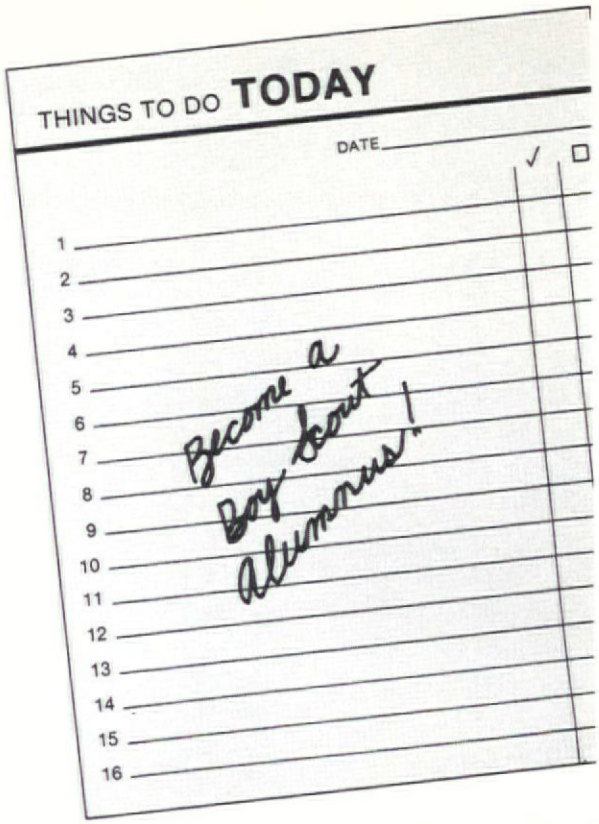


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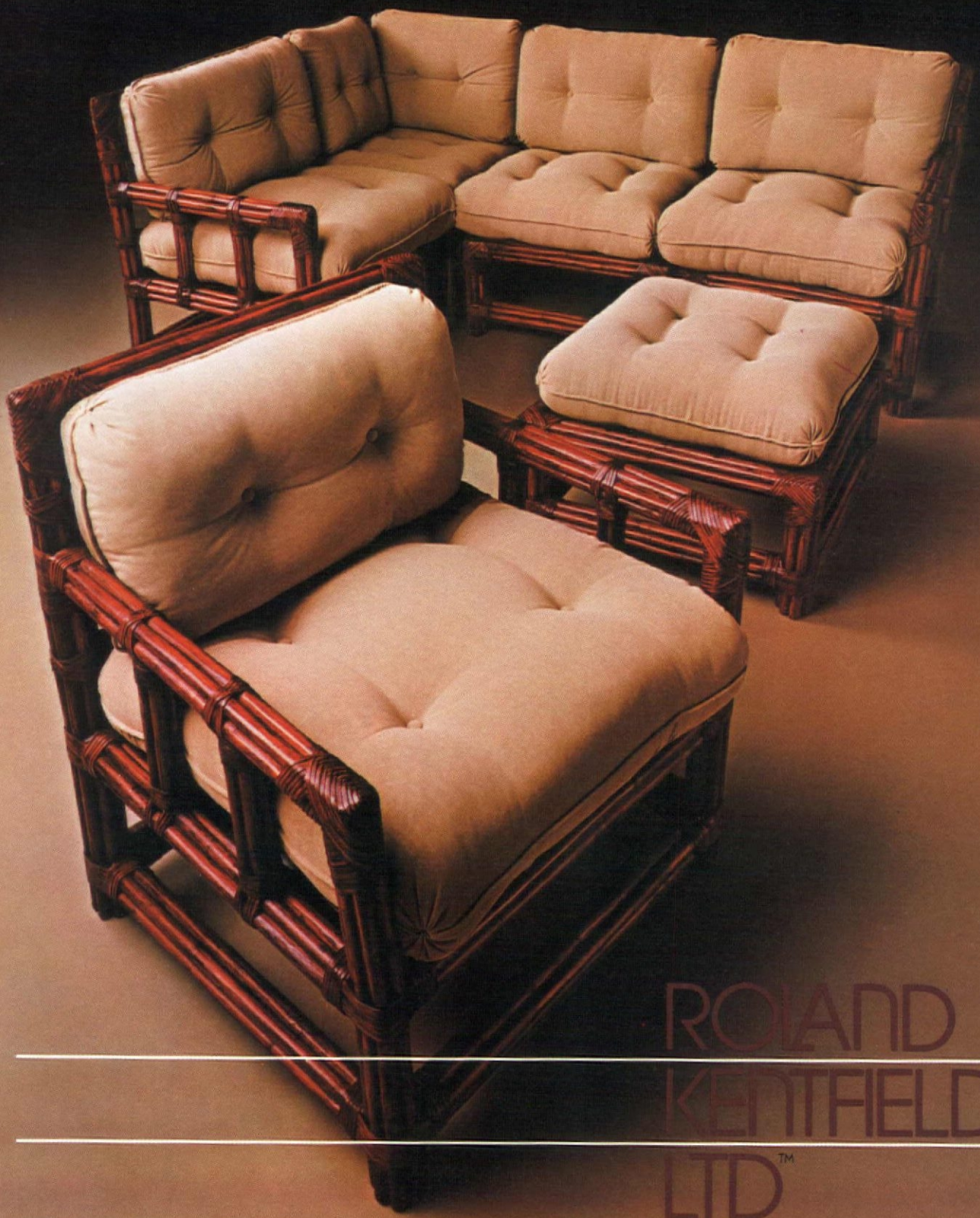
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Cylinders support Faldicini table

Enzo Faldicini designed the Toledo table for Paul Associates. Twin stainless steel or bronze cylinders hold ¾-in. glass top in place. Custom sizes are offered by the firm.
Circle No. 272.



British council awards Hille chair

Coordinated range of seating designed by Fred Scott won a 1982 Design Council Award presented by the Duke of Edinburgh. Hille chairs allow maximum freedom of movement and adjustments accommodate individual seating positions. Available with or without arms, chair comes with five-star base on glides or casters. A variety of backs are offered. Aluminum frame can be coated in eight colors.
Circle No. 261.

Olympic Mills brings two styles to market

A patterned, textured loop, and a level-loop style have been introduced by Olympic Carpet Mills. Replique is geometrically designed and has Action-Bac. Javelin II is made of 100 Badische Nylon. **Circle No. 260.**



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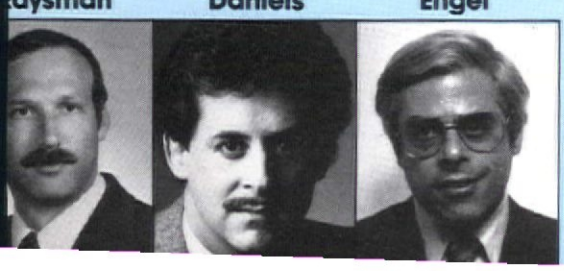
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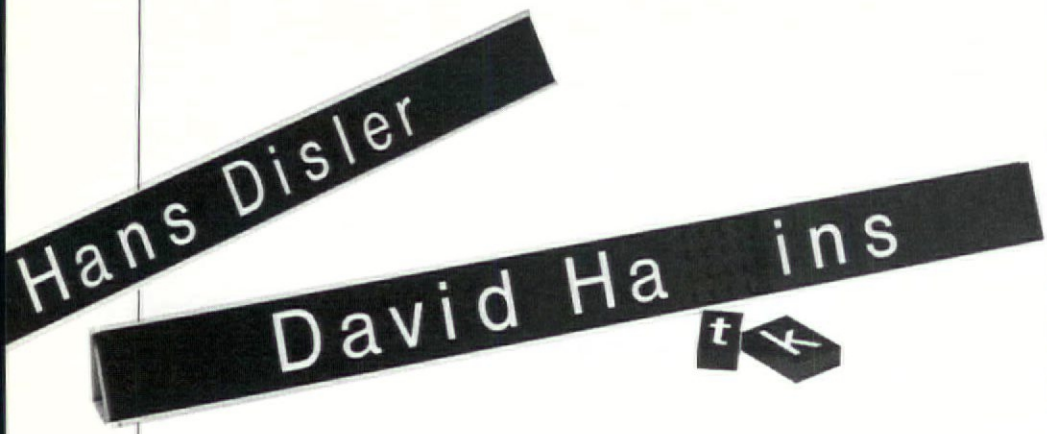
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Interchangeable-letter signage available

Modulex recently introduced its interchangeable signage at NEOCON. System is industrially manufactured in Denmark with construction based on extruded aluminum profiles and text of aluminum or plastic. **Circle No. 262.**



Etalage enters contract market

Etalage Inc. has entered the contract fabric and wallcovering market with four wool fabrics and one cotton/dralon. All fabrics are 54-in. wide and available in a range of colors. **Circle No. 267.**



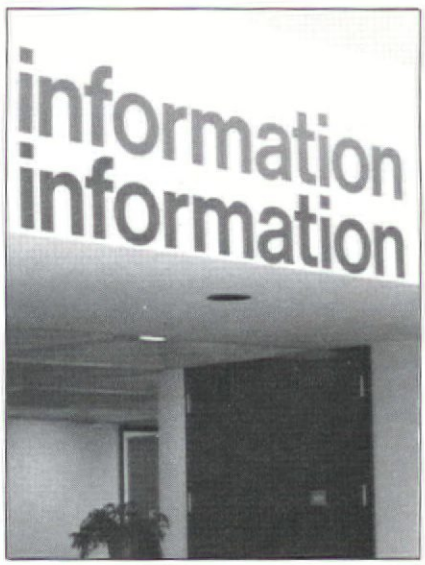
Carpet chosen for World's Fair exhibits

Metro Aviation facility at the 1982 World's Fair chose Forum carpet from Porter Carpet Mills for commercial floorcovering. Rated for heavy traffic, carpeting is constructed of DuPont nylon with static control.**Circle No. 264.**



Silk screen prints decorate bank

Fine Prints Unlimited was commissioned for graphic silk screen prints at the Royal Trust Bank installation, North Miami, Fla. Prints are available for office, hotel, and restaurant applications. **Circle No. 268.**



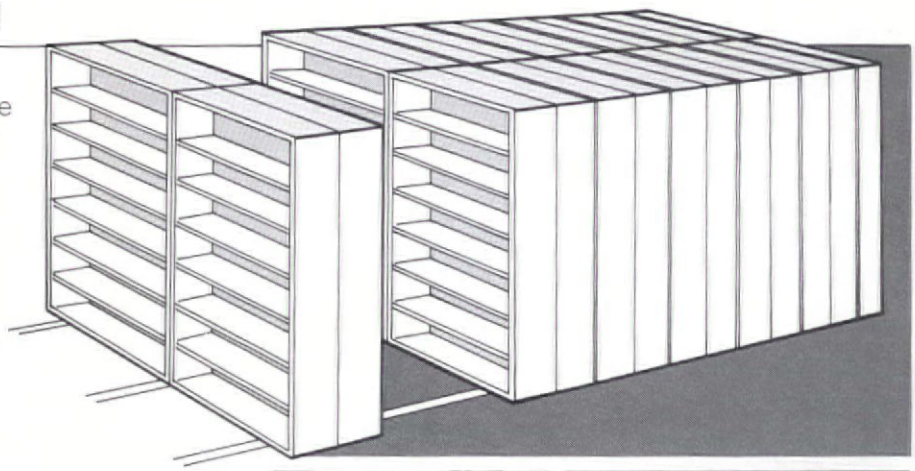
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Pressure-sensitive vinyl legends from Matthews are die-cut in 16 sizes and more than 20 colors. Letters can be applied to any smooth surface. Reverse cutting makes installation possible on the inside of glass windows. **Circle No. 270.**

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to help us penetrate this fast growing market where the average sale has increased to over $15,000.

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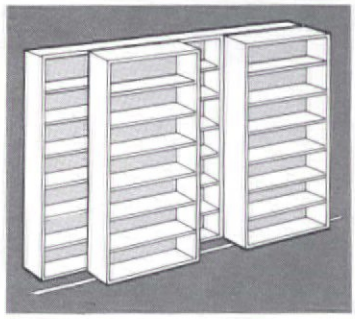
Data-Case components are completely fabricated from cold-rolled steel—no particle board or aluminum. Double-wall end panels far exceed industry load bearing requirements, rigid 18 gauge steel shelves support full loads easily without sagging, and the units are mounted on heavy duty 16 gauge bases. This sturdy construction means the kind of long-lasting trouble-free operation that minimizes after-sale service.

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Circle 67 on reader service card

Vernitron

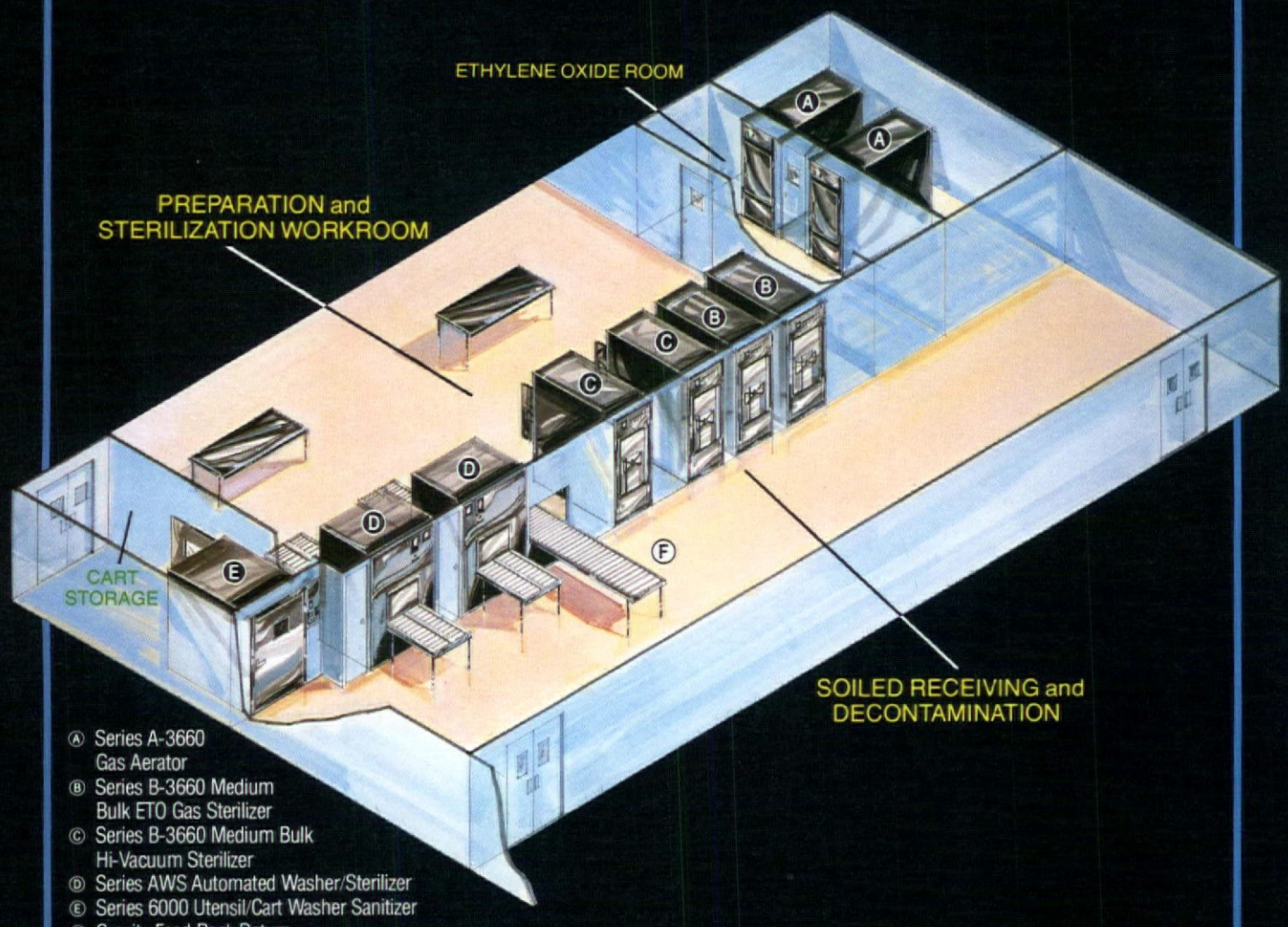
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For more information, call or write today!

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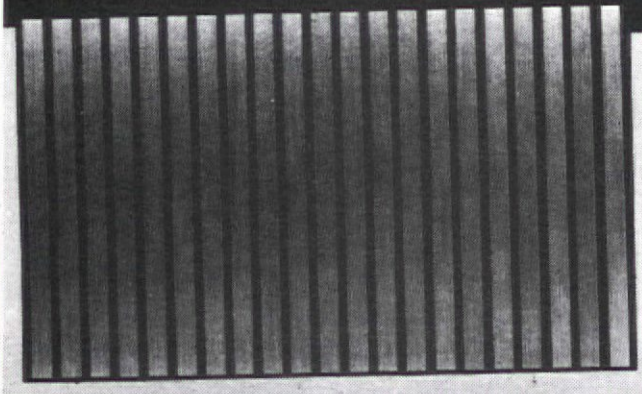
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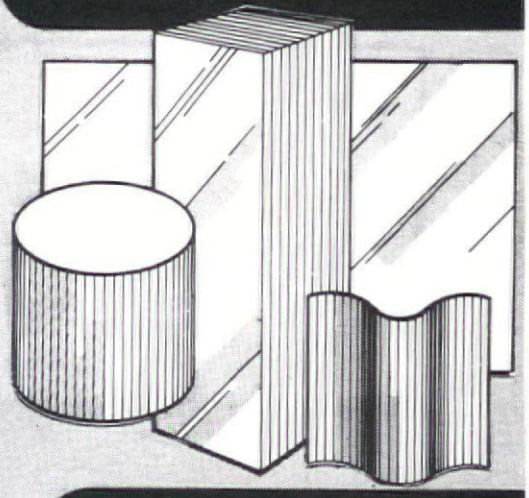
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"The Final Touch"

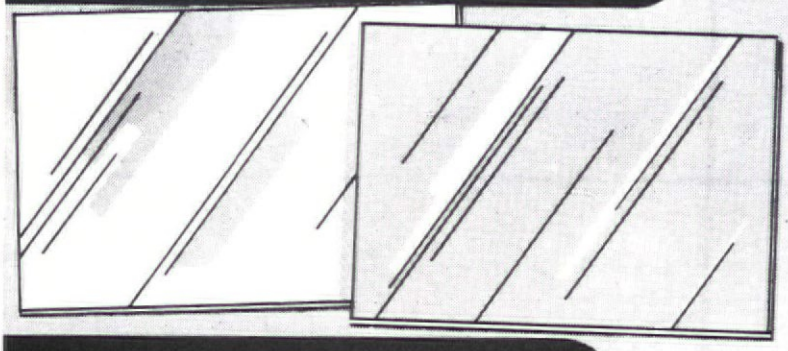
4 X 8 WOODEN TAMBOUR SHEETS



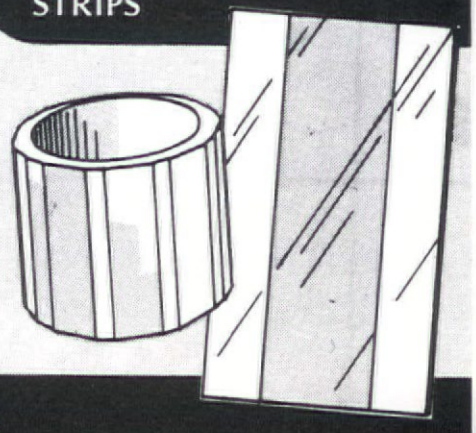
PLASTIC DISCO TAMBOUR



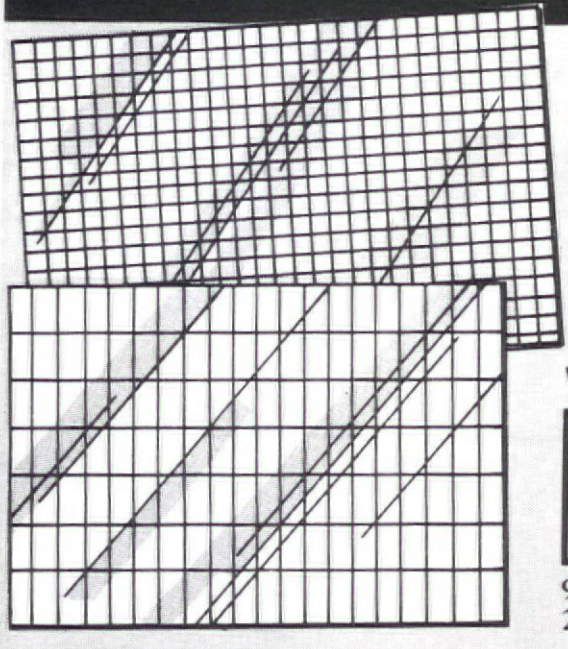
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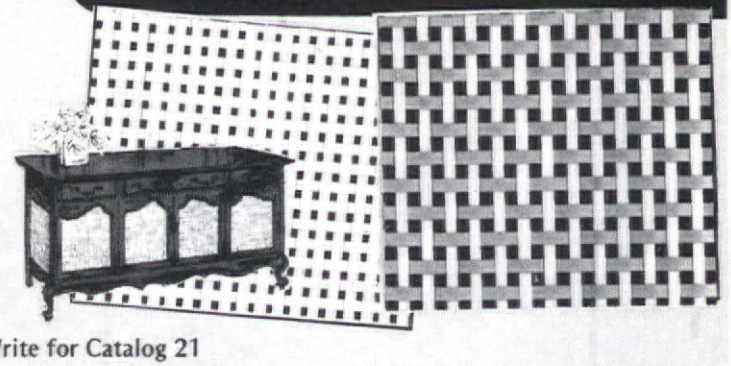
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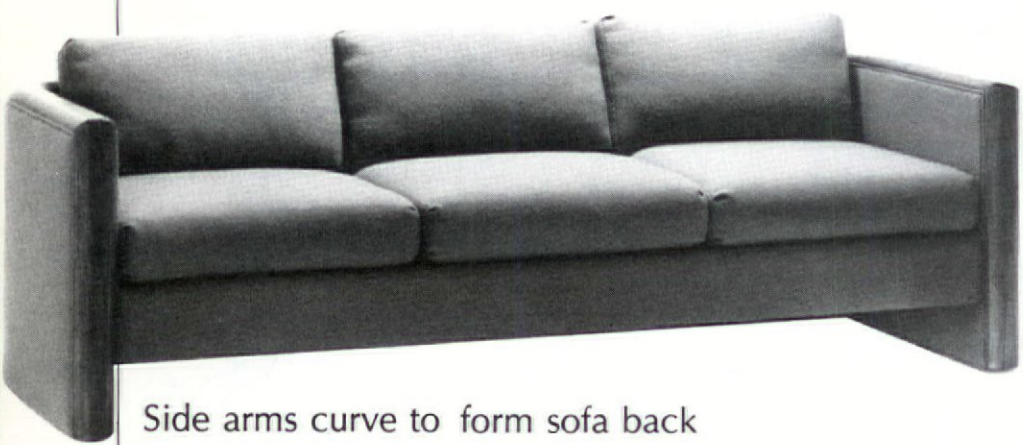
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Ceiling designed for varied heights

Renovation of the Shell Building in St. Louis to modern office space included installation of a Levolor ceiling to accommodate varying arch heights of the original Gothic ceiling. The open, baffle-type 2000 system was used in four shades repeating the curves of the foyer. **Circle No. 266.**



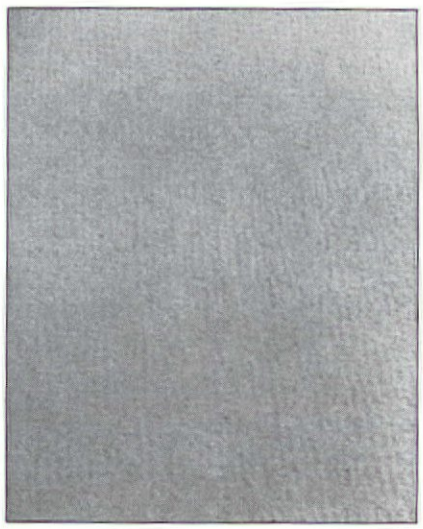
Side arms curve to form sofa back

Curving arms form backs in chair, loveseat, and sofa series DC 2133 from Dependable Furniture. Pillows are available in plain or tufted styling. Exposed wood is available in both walnut and oak. Lengths of 7, 8, and 9 ft. are offered in the sofa version.
Circle No. 263.



Increase adjustability with variable lock

Variable back lock mechanism has increased the adjustability of Steelcase's anthropometrically-designed ConCentrx chairs. Control allows personal selection of angle of support, enabling user to lock back at any position in the full tilt range. Other design and adjustment options remain the same.
Circle No. 265.



Knoxville exhibit selects Mohawk carpet

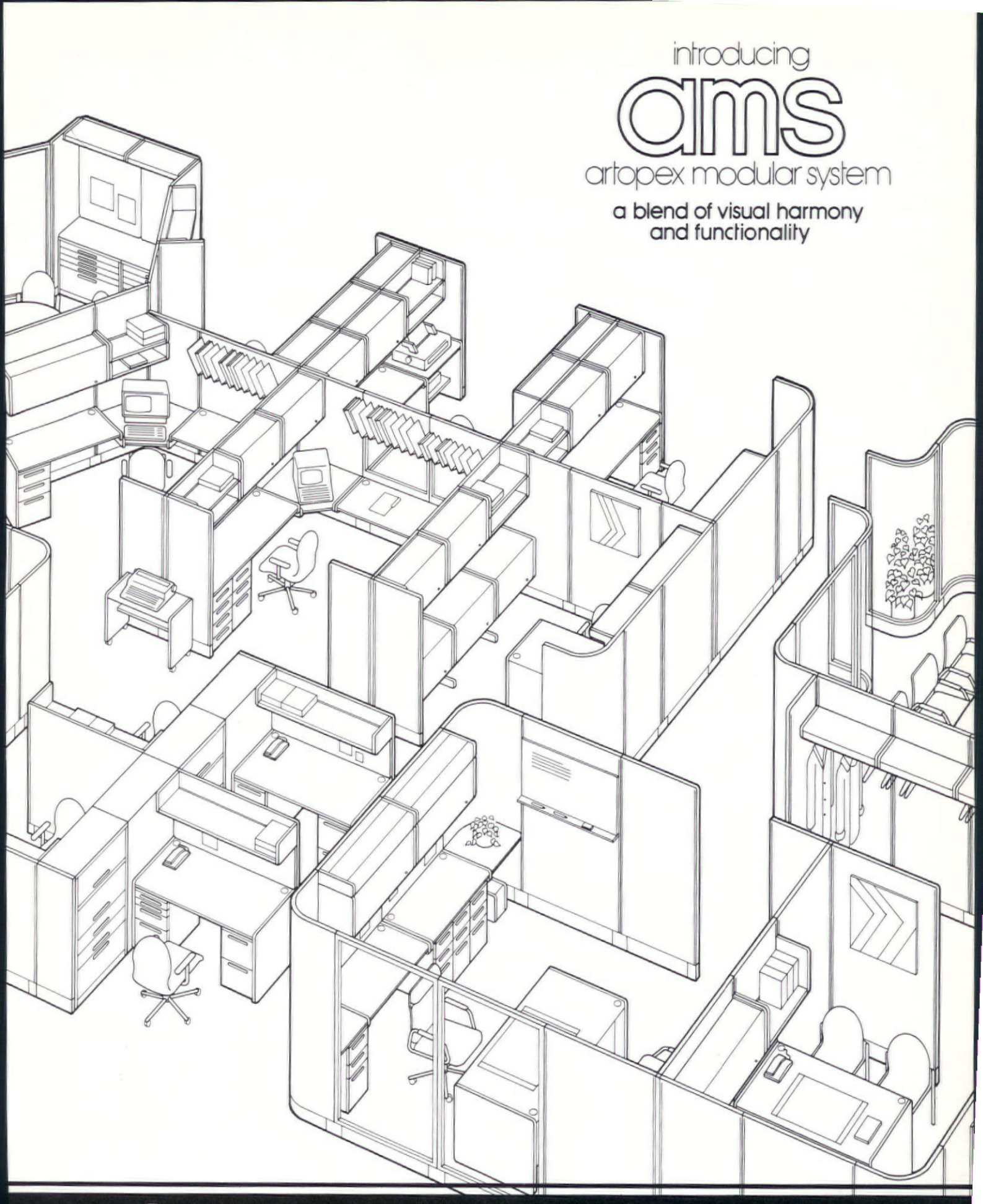
The World's Fair Energy Saving House, Knoxville, Tenn., has selected Complements style carpet from Mohawk for its exhibition. Cost effectiveness and benefits of carpets as an insulating material are among subjects of displays at the center. **Circle No. 269.**

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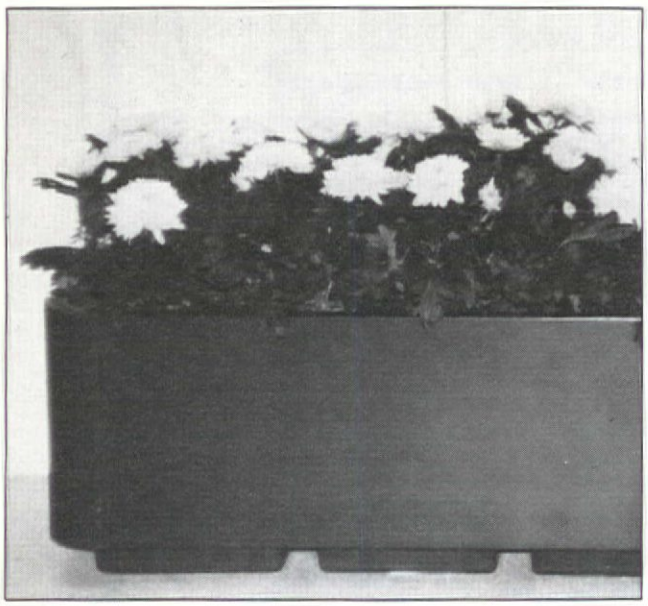
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RESERVOIR ASSURES THREE WEEK WATERLESS PERIOD

GXP 90 self watering planter from Grosfillex allows plants to retain form and color for three weeks without additional watering. When replaced by fresh plants, reservoir is re-filled and cycle repeated. Air and water reservoirs and nylon interior wick do all the work. Planter is offered in three colorways, and self watering planters range in size from 4.5-in. to 8-ft. **Circle No. 382.**



PLANTS THRIVE IN LOW ENERGY ENVIRONMENTS

John Mini Indoor Landscapes offers an expanded selection of tropical plant varieties tolerant to low-light and low-temperature situations. Firm has more than 7,500 items which are acclimatized through a special process to thrive in these low-energy interior conditions. Services include landscape layouts, evaluation of interior conditions, and guidelines for selecting low-light species. **Circle No. 381.**

New Roller Glide™

A much better way to hang heavy draperies.



Kenney has designed a new, adjustable traverse rod, creating a fine, precision mechanism that's strong and easy to operate.

This new telescoping traverse rod is engineered like an Alpine ski lift. It gives perfect support, even with the heaviest energy-saving draperies, and you get straight drapery hanging, with no header toe-in.

You also eliminate the cost and bother of cut-to-fit custom ordering. The new Roller Glide rods come in six size ranges, accommodating drapery widths from 30" to 300".

Here are some of the improvements we've made—and what they mean to you:

- We use acetal plastic (environmentally inert) rollers, not slides. The rollers ride on edge rolled steel, not in channels that clog with dust.
- All carriers have swivel action, allowing draperies to fall naturally.
- Eliminates flatspot (dead space) when draperies are fully open.
- Completely enclosed tube. Looks good front and back, making rod usable for room dividers, too.
- Cords pull back to the wall, eliminating downward pressure direct from the rod.
- Universal mounting brackets mount on right or left side.

More information? Contact Kenney Mfg. Co., 1000 Jefferson Blvd., Warwick, R.I. 02887, (800) 556-6531. In Rhode Island, 739-2200.

Kenney

Patent Number 4,276,920

Circle 71 on reader service card

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THE 1982 PRODUCT DESIGN COMPETITION



THE 1982 PRODUCT DESIGN COMPETITION

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Institute of Business Designers.

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Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

PURPOSE

To recognize innovation and exceptional design achievement in contract and commercial furnishings and related items of manufacturers and their product designers.

ENTRANTS

All manufacturers of contract commercial furnishings and related items introduced within the past year.

RECOGNITION

- Awards will be presented at the Helmsley Palace in New York City, planned to coincide with Designer's Saturday.
- *Contract* Magazine will feature the winners of the Product Design Preview in their November issue. The Grand Prize winner will be featured in color on the front cover.
- A bound reprint of the *Contract* Magazine coverage will be distributed to all members of the Institute of Business Designers.
- The Institute will publicize the Competition winners and the products in the National Office during NEOCON activities.
- A multi-media featuring the winning products will be circulated among the Institute's chapters and utilized in nationwide IBD programs.

RULES FOR ENTRY

1. Only products designed for contract use that have been offered for sale from September 8, 1981 are eligible. IBD and *Contract* will rely on the personal integrity of each manufacturer to honor this rule. Entries are not limited in number. No entry may win more than one award and may not be entered in more than one category. A designer or manufacturer may enter more than one entry.

2. IBD and *Contract* Magazine are not responsible for lost or damaged designs or kits submitted, either through fire, theft or any other cause, in transit or on location at our own or any other address where the designs and kits may be judged or exhibited.

3. IBD and *Contract* Magazine reserve the right to exhibit individually or collectively for the period of one year the award-winning designs at their own or other addresses that may be included in a circulating exhibition tour.

4. Decisions by the judges are final. The judges reserve the right to determine the number of awards given and may choose not to award prizes in any given category.

5. Winning entries and kits become the property of the Institute of Business Designers and *Contract* Magazine.

6. Advertising and publicity on winning designs following the initial announcement of the award winners must be confined to and specifically refer to the winning design. No publicity is to be released by a manufacturer or designer of an award-winning product prior to October 16, 1982. Failure to comply with this rule will immediately disqualify the winner.

7. All advertising and publicity on winning designs must utilize the approved Product Competition image and include the year of the Competition.
Example: "1982 IBD Silver Medallion Winner."

8. Winners will be notified by phone by the week of September 6, 1982.

9. The entry kit is designed to hold up to (8) 35mm slides and (2) 8" x 10" photos. Full color, large format transparencies must be available upon request.

10. Deadline for receipt of completed entry kits is 5:00 p.m., September 2, 1982, at the address printed on the label provided with page two of the entry kit (IBD—1155 Merchandise Mart, Chicago, Illinois 60654.)

11. Non-winning entry kits will be returned via United Parcel Service within 90 days if a check for $20 (made payable to IBD) is clipped to this page of the entry kit.

CATEGORIES

1. DESKS & CREDENZAS
2. CASEGOODS—Library, Health Education, Industrial Education and Hospitality, Medical, Hotel applications
3. TABLES
4. FILING SYSTEMS
5. SYSTEMS FURNITURE—Any furniture consisting of movable walls and interrelated components
6. SCREENS/PARTITIONS—Freestanding room dividers and partitions
7. COMPUTER SUPPORT FURNITURE—Specific equipment used in conjunction with computer and word processing systems
8. RETAIL—DISPLAY FURNITURE AND FIXTURES—Furniture for Stores, Shops and Showrooms
9. CEILING SYSTEMS
10. FURNITURE INTEGRATED/ TASK/AMBIENT LIGHTING
11. PORTABLE LAMPS
12. LIGHTING—All other including ceiling, recessed fixtures and public lighting
13. CHAIRS—Individual seating designed specifically for office or conference room usage
14. LOUNGE FURNITURE—Includes reception, modular, series seating
15. SPECIAL SEATING—Multi-purpose stacking, ganging, folding, hospital, geriatric, restaurant and special usage
16. UPHOLSTERY FABRICS—Any weight, natural, synthetic fabrics including vinyl and leather
17. OTHER FABRICS—Draperies, casement, bedspreads
18. FABRIC COLLECTIONS—Collections of coordinated fabric groupings (any weight)
19. CARPETING AND RUGS—(carpet tiles)
20. FLOORCOVERINGS—Hard surface flooring, resilient, ceramic tile, wood
21. SURFACING MATERIALS—Laminates, metals, plastics for vertical or horizontal surfaces
22. ACOUSTICAL MATERIALS AND TREATMENT
23. WALLCOVERINGS
24. WALLCOVERING COLLECTIONS—Any grouping of coordinated wallcoverings
25. DESK AND OFFICE ACCESSORIES—Including wall plaques, ceramics and clocks
26. WALL ART, BANNERS—(Special contract art applications)
27. VISUAL COMMUNICATIONS AND SIGNAGE
28. WINDOW TREATMENTS—Blinds, shades, including metal fabrication, wood and other materials

REQUEST FOR ENTRY KIT

Forward to:
Institute of Business Designers
1155 Merchandise Mart
Chicago, Illinois 60654
312-467-1950

Category

Date product first introduced on market

Manufacturer

Address

City, State, ZIP

Name of individual submitting entry

Phone

A CHECK FOR $95 MUST ACCOMPANY EACH KIT REQUEST

To enter this competition, send a check for $95 to IBD Headquarters, 1155 Merchandise Mart, Chicago, IL 60654 for an entry kit for each product submitted.

The kit is designed to hold photographs, 35mm slides and forms for product description. No presentation boards are required.

If you wish your kit returned after the awards are made, add an additional $20.00 for each entry.

JUDGES

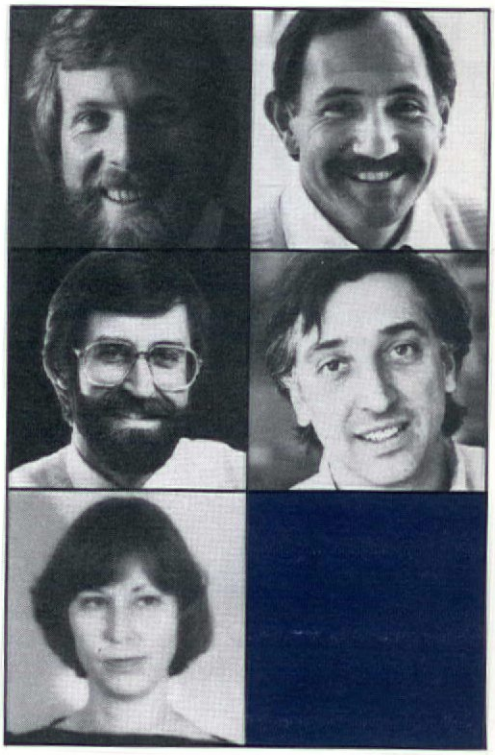
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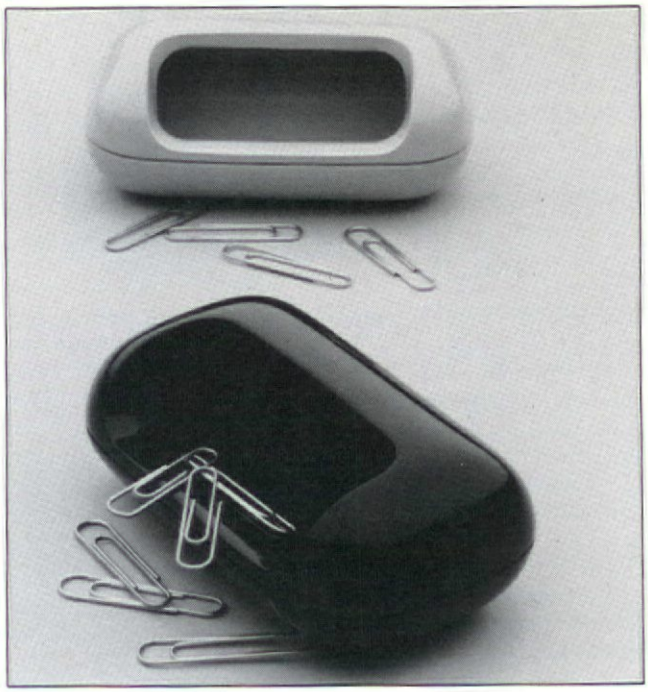


Circle 72 on reader service card



CONTRASTING BORDERS ACCENT RUG RUNNERS

Hall runners bordered with contrasting colors are from Customweave Carpets. Border adds dimension to area rugs and is available in two- or three-color combinations. Two widths and varied lengths are offered. **Circle No. 276.**

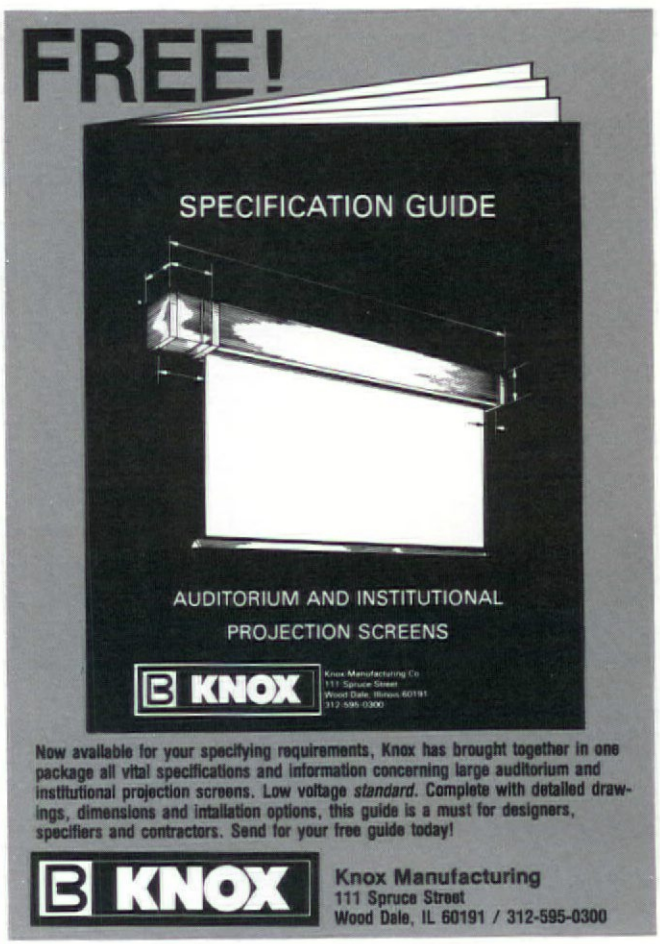


MAGNETIC PAPER CLIP HOLDERS EASE RETRIEVAL

Grasping for paper clips is eased with magnetic holder from Eldon Office Products. Dispenser holds up to 100 standard clips. "Image 1500" series is available in ebony, smoke, putty, chocolate, and rust. **Circle No. 294.**



Circle 73 on reader service card



Circle 74 on reader service card

International Furniture Exhibition 7th Euroluce

Milan
Fair Grounds
17-22 september
1982



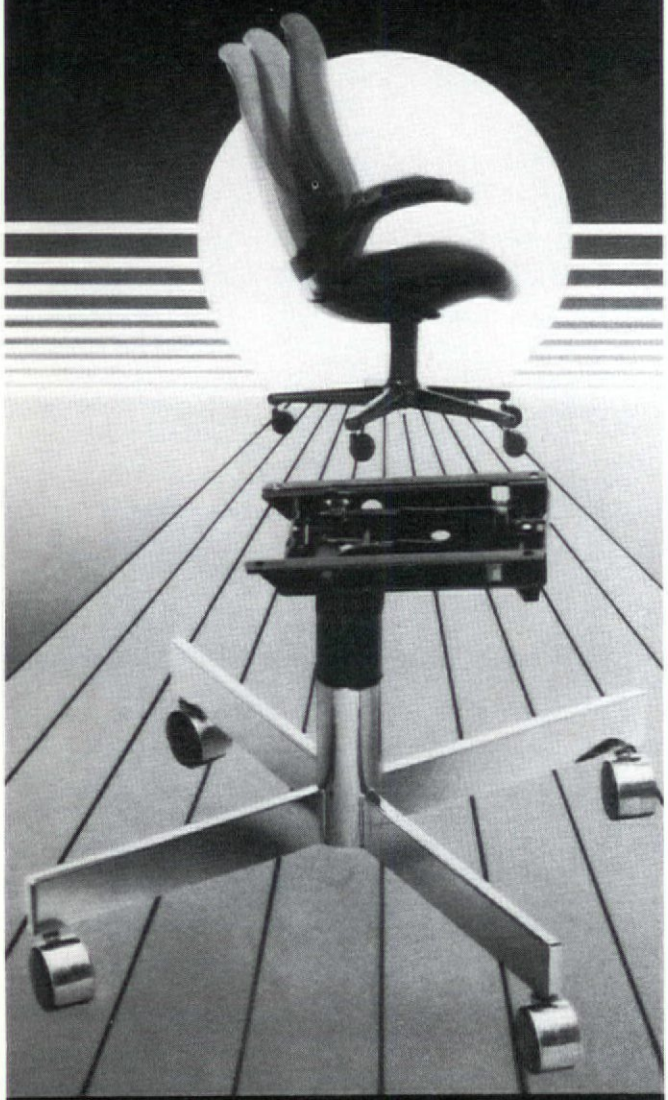
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Circle 75 on reader service card

The THINSENG control brought low profile styling to posture chairs.

Now The THINSENG CONTROL for swivel/tilt chairs.

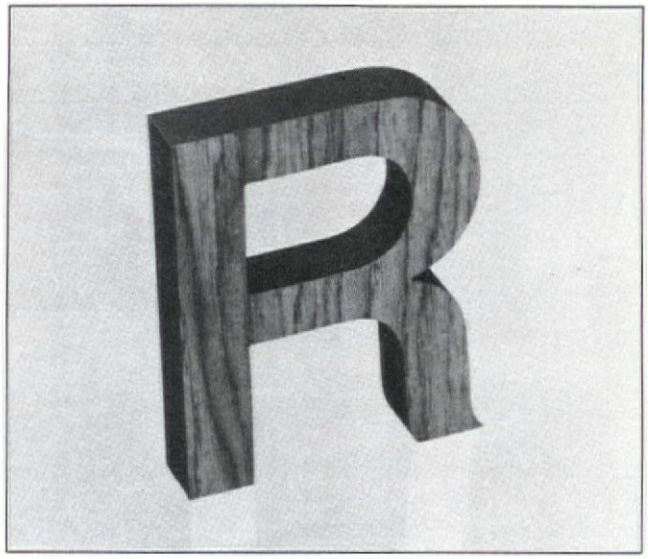


Ultra-low profile...only 1⅝"
Now there are two THINSENG controls to help you create totally coordinated lines—whether a posture control or swivel/tilt. For complete information, contact Hoover Universal, Inc., Furniture Components Division, Georgetown, Kentucky 40324. Phone: (502)863-3910.

HOOVER UNIVERSAL

Circle 77 on reader service card

PRODUCTS & SERVICES



WOODGRAINS ACCENT SPECTRALETTERS

Scott Plastics Co. now markets Spectraletters in three thicknesses. Designed for varied signage applications, letters are available in six Wilsonart woodgrain laminates in sizes from 4- to 24-in. More than 20 letter syles are offered.
Circle No. 289.



RATTAN DESK SET LENDS EXOTIC LOOK

Tropical flair is seen in desk set design from Typhoon International. Items are hand-lacquered with rubbed top coat. Desk is equipped with two drawers and matching chair.
Circle No. 277.

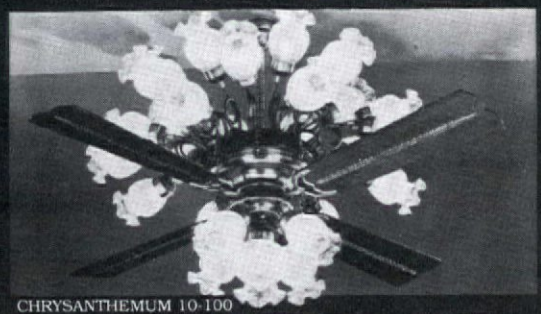
ADJUSTABLE WORKSTATION ACCOMMODATES USER



Large computer terminals fit adjustable station from Facit. Work unit is designed to reduce operator stress by moving to maximum comfort positions. Display screen and keyboard surfaces can be adjusted independently; rear surface tilts; front surface extends and retracts.
Circle No. 285.

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HAND-CRAFTED WITH CARE



CHRYSANTHEMUM 10-100



EAST WIND 10-110

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4. Framed Plaque System (FPS)*
5. Message Insert System (MIS)*
6. Raised Image System (RIS)

*All available with sub-surface copy.

WALL UNITS		SYSTEM DESIGNATION					
NO.	Height x Length	1	2	3	4	5	6
101	2 1/16" x 9 1/8"	•†	•†	•†	•	•	•
102	4 1/2" x 9 1/8"	•†	•†	•†	•	•	•
103	9 1/8" x 9 1/8"	•†	•†	•	•	•	•
104	4 1/2" x 4 1/2"	•†	•†	•	•	•	•
105	2 1/16" x 4 1/2"						•
106	4 1/2" x 18 3/8"	•†	•†	•†	•	•	•
107	2 3/16" x 18 3/8"	•†	•†	•†	•	•	•
CEILING UNITS							
108	6" x 48"	•†	•†	•†	•	•	•
109	9 3/8" x 48"	•†	•†	•†	•	•	•
110	13" x 48"	•†	•†	•†	•	•	•
111	13" x 24"	•†	•†	•†	•	•	•

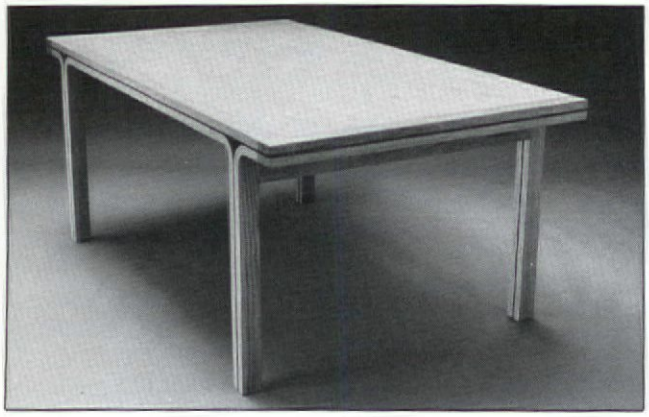
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Spanjer

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312-664-2900

Circle 79 on reader service card



ATTENTION GIVEN TO BORDER AND DETAIL

Conference tables from Agati Designs have curved supports and reveal detail for unique look. Tables are available in three sizes for conference use; four sizes are offered in occasional styles. Standard finishes are oils with optional laminate tops. **Circle No. 275.**

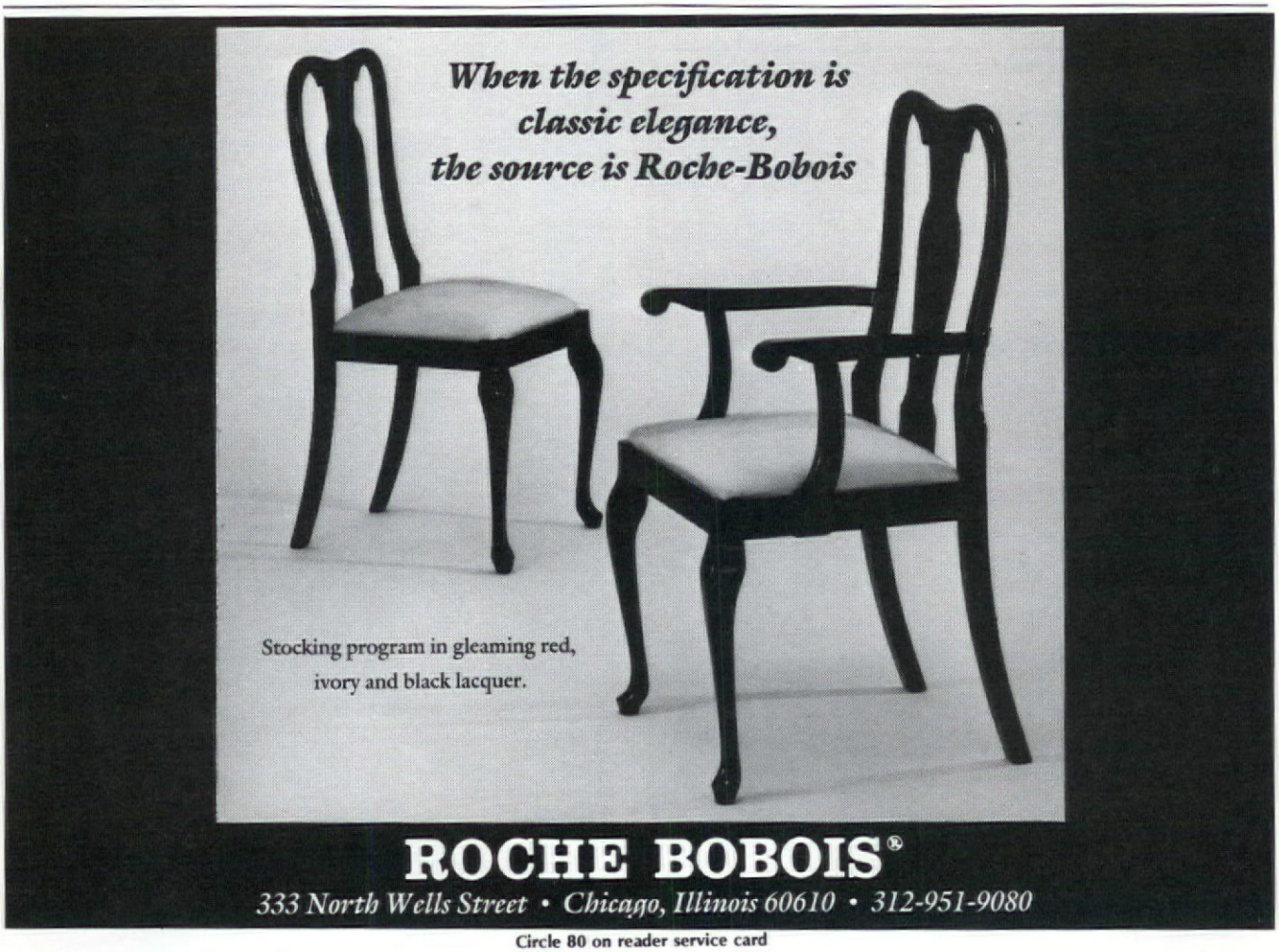
SOIL HIDDEN IN CROSS-SECTION RUG YARN

Continuous filament Du Pont Antron III nylon has cross-section configuration which obscures appearance of soil. Low luster nylon comes in eight colors and two designs: a textured loop and textured level loop. From Walter Carpets of West Point Pepperell carpet and rug division. **Circle No. 371.**



DUNBAR CHAIR SHOWS UNIQUE CURVING CONCEPT

Curves and fabric present dramatic styling in dePolo/Dunbar chair, marketed by Dunbar. Loose seat cushion adds comfort. **Circle No. 293.**



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EIMU

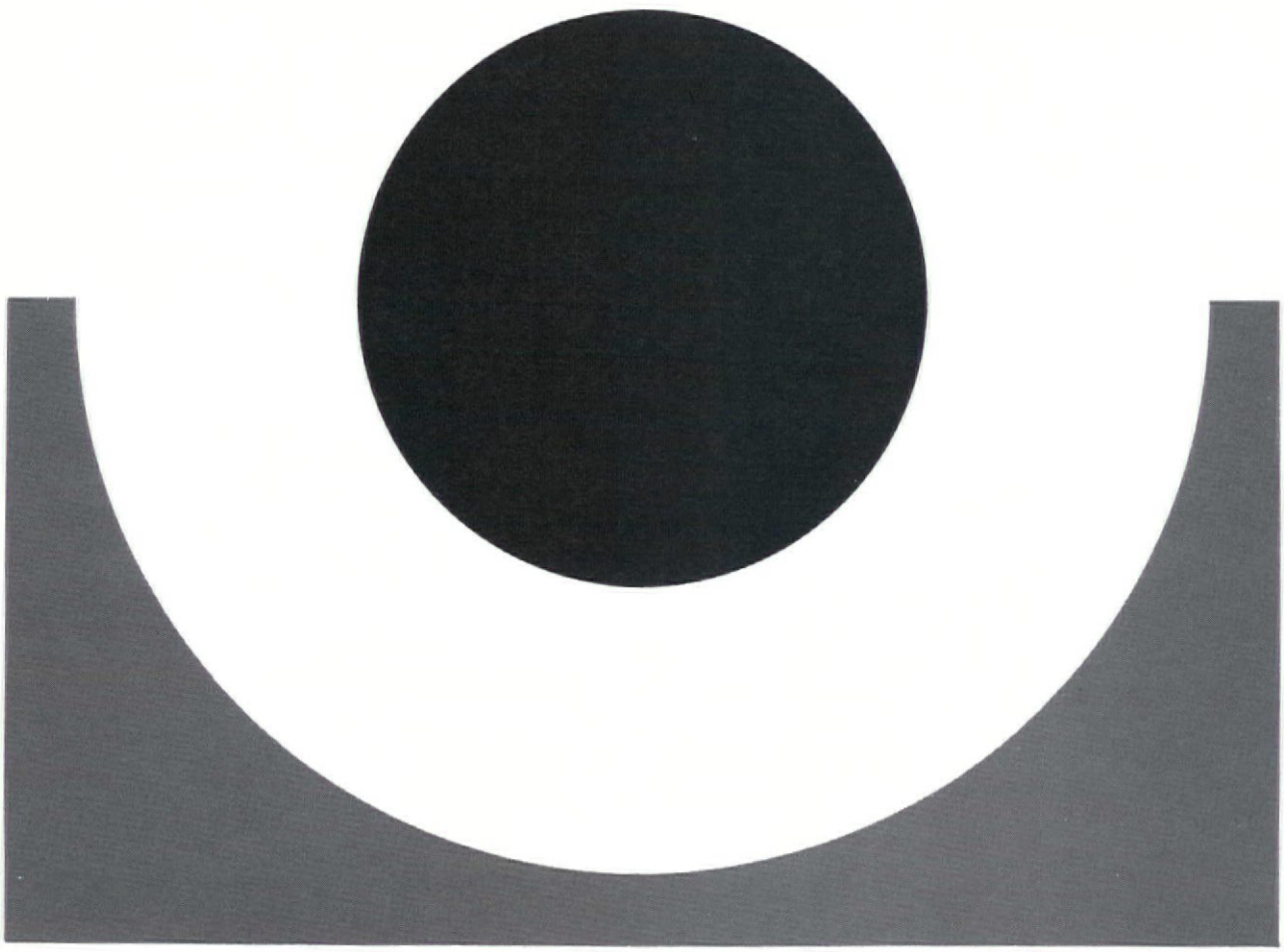
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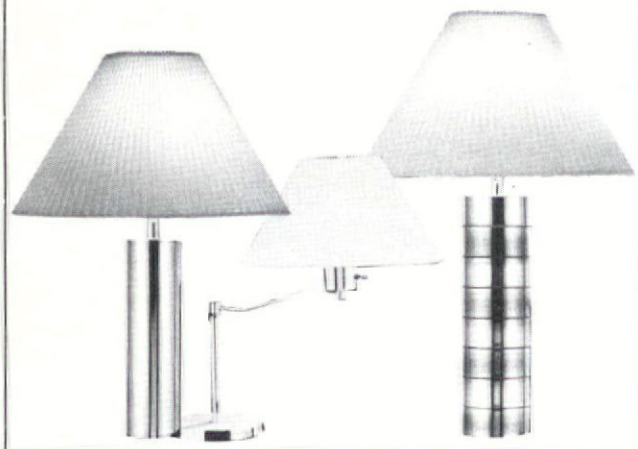
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STONE SIDE PANELS ENHANCE RECEPTACLES

Howard Products offers a line of indoor/outdoor receptacles which features stone aggregate side panels. Aspen line includes large-volume receptacles with matching sand urns in brown steel with cocoa brown stone. Units are shipped fully assembled. **Circle No. 383.**

ADDING COLORS TO FABRIC LINES

Expansion of panel fabric colors and texture options was one of Steelcase's efforts at NEOCON this year. Tweed, the new fabric, is 100 percent polyester with the look and feel of natural fibers. It is offered in six colors and three neutrals. Regatta, a smooth fabric in heather blends, is now available in 17 colors. Offered in 12 low and medium intensity hues is Cirrus, also a smooth fabric. **Circle No. 372.**

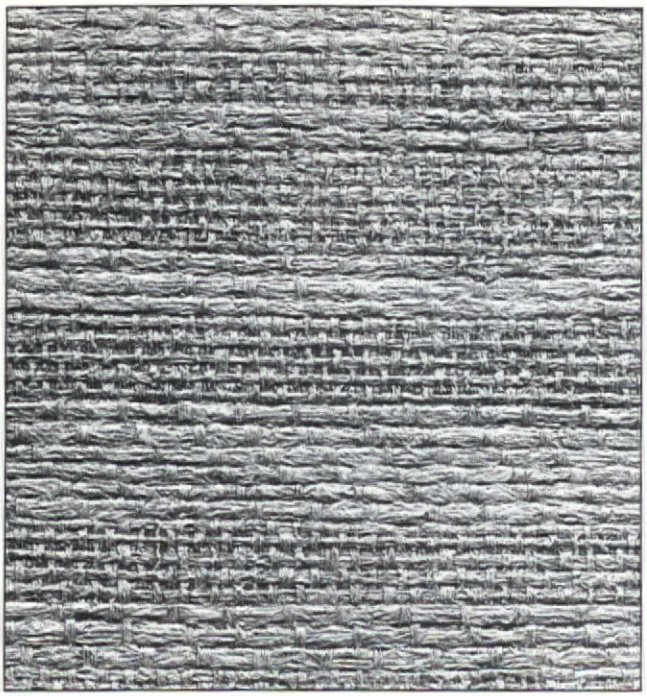


VOGUE COLLECTION GROUPS SOLID LAMINATES

Vogue Collection from Nevamar Corp. marks a 10-color grouping of solid laminates in general purpose grade. Custom specification is offered for varied grades and sizes. **Circle No. 278.**



Circle 86 on reader service card



MOHAVE PATTERN COVERS 20-COLOR RANGE

Wallmates Vinyls Inc. features Mohave pattern as one of 162 embossed, fabric-backed vinyl wallcoverings. Pattern is available in 20 colors ranging from light pastels to dark shades. **Circle No. 291.**



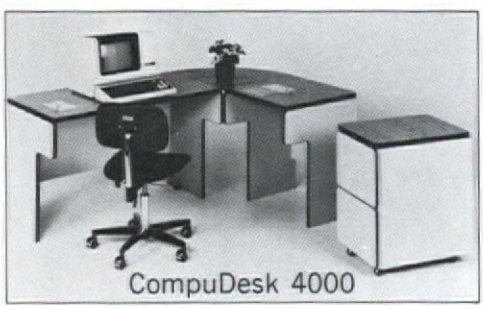
WALLCOVERING COMES ON FIRE RATED BOARD

Flexible Tambour wallcovering, a product of Flexible Materials Inc., is now available on Class A fire rated board. Product comes in hardwood veneer, printed vinyl, and metallic mylar. Flexibility accommodates curves and corners in application. Sheet sizes are 4- by 8-ft. and 35 patterns are offered. **Circle No. 290.**

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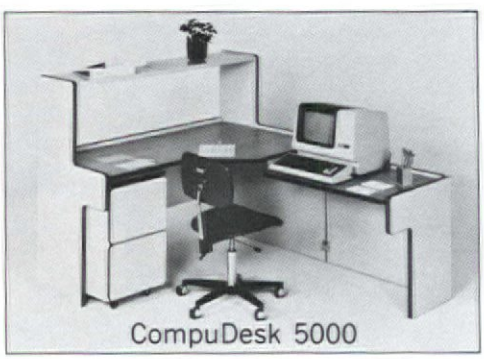
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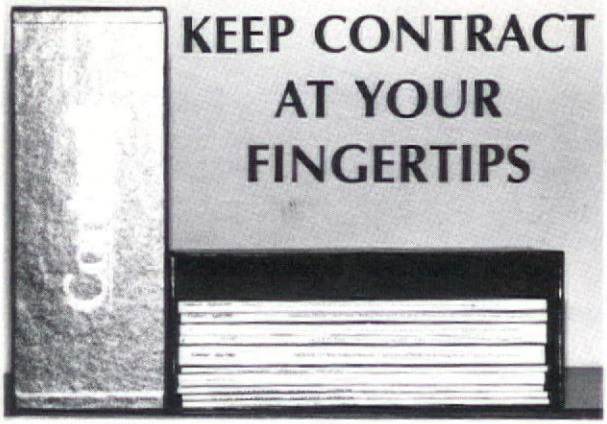
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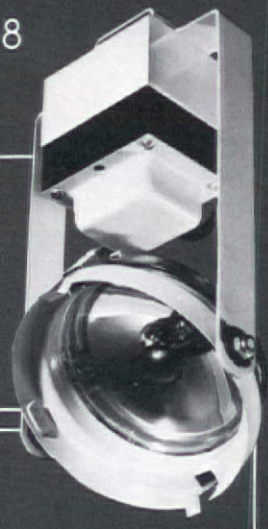
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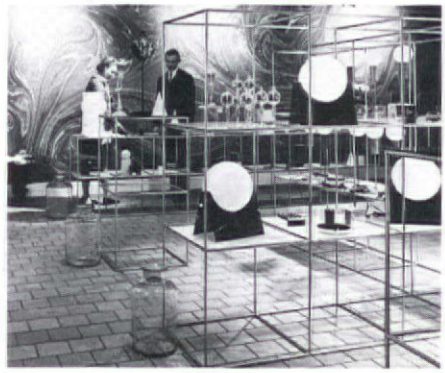
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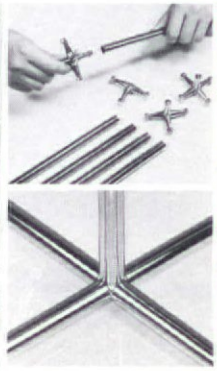
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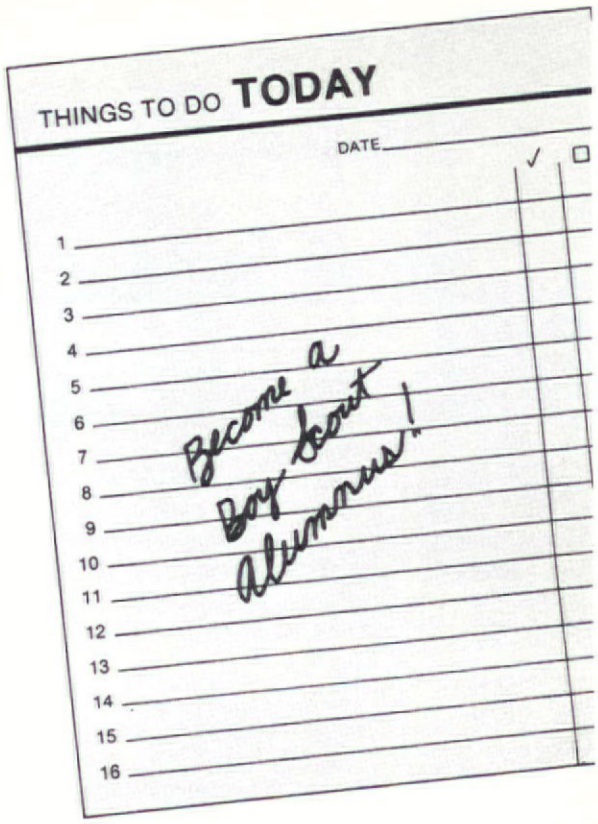
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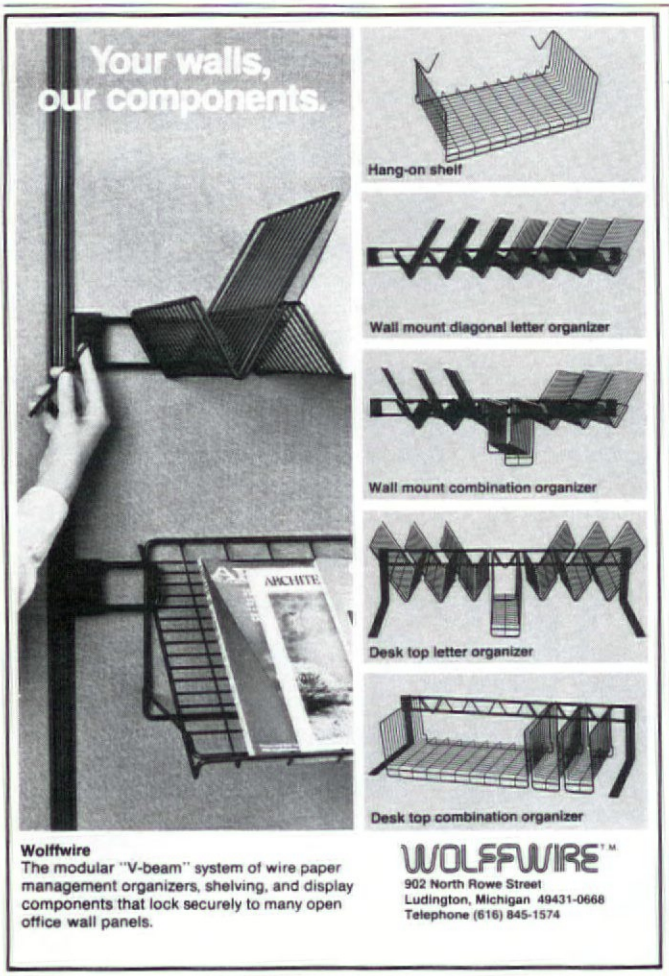
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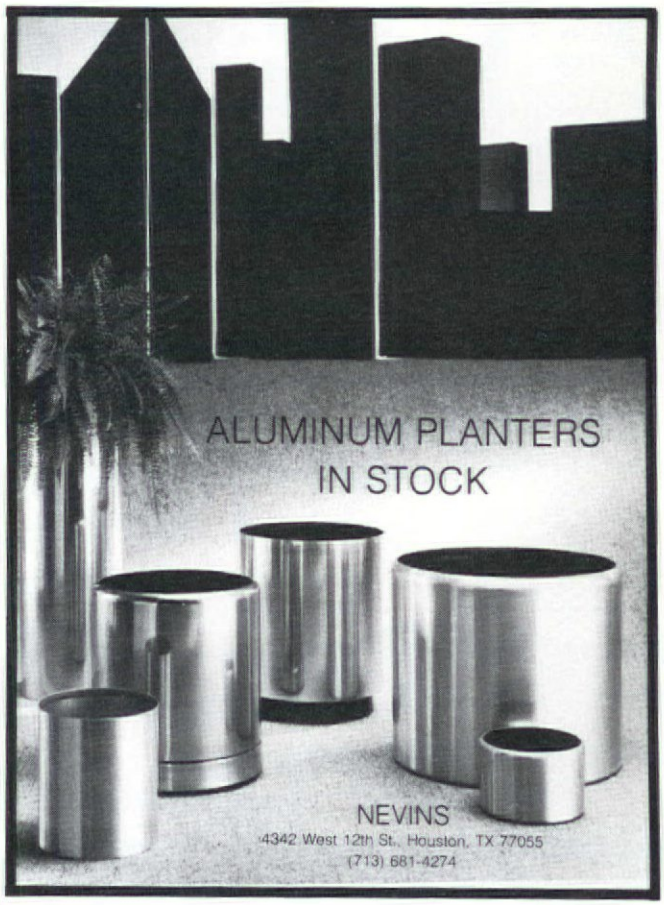
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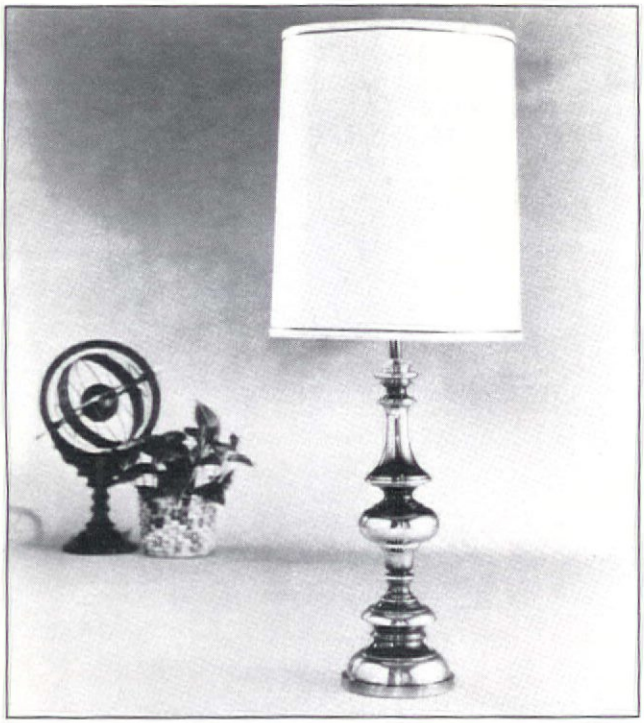
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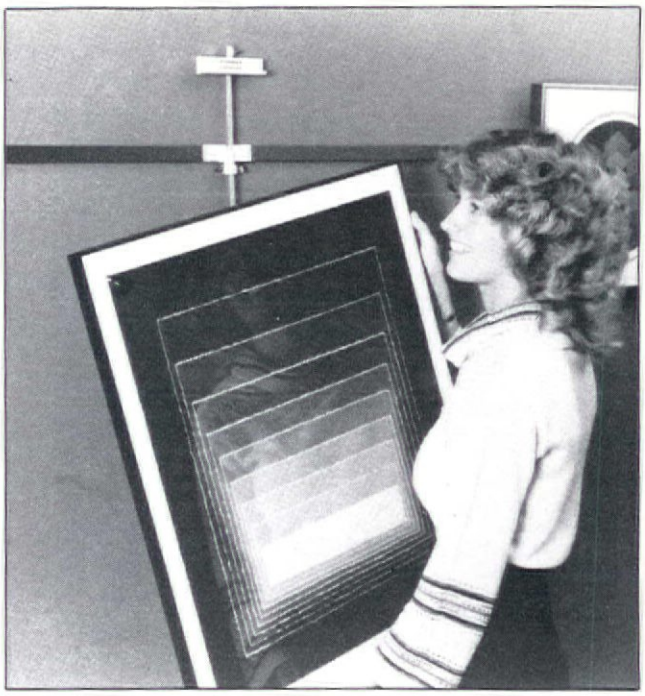


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CANDLESTICK LAMP FINISHED IN BRASS

Brass finish highlights traditional candlestick lamp from Westwood Lighting Group. Lamp is 37-in. high and formed of seamless cast metal. **Circle No. 286.**



CONCEAL HARDWARE BY HANGING PICTURES

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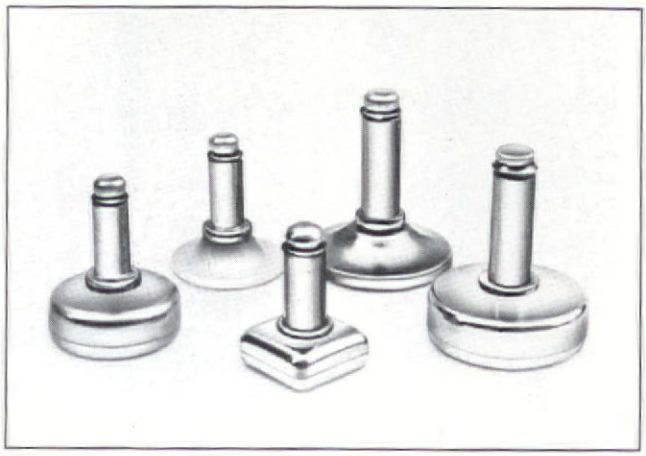
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ORDER FIVE NEW COLORS IN POTTERY PIECES

Architectural Pottery has released five colors in high-gloss ceramic glazes for planters and accessories. Colors complement existing pottery lines from the firm. **Circle No. 279.**



GLIDE ADDITIONS HAVE FRICTION RING STEMS

Additions to glide lines at Plastiglide Manufacturing Corp. are designed with friction ring stems. Units are available in two sizes for light and heavy duty applications. Varied colors and finishes are offered. **Circle No. 280.**

FIRE-TREATED PANELS SIMPLIFY SPECIFICATIONS

A new fire-retardant version of Bonded Bronze wall panels was developed by Forms & Surfaces to help designers specify open office screens. Bonded metal material is offered in 11 low relief textures that meet Class I flamespread requirements. Firm's new brochure illustrates color choices such as copper, aluminum, and nickel silver. **Circle No. 373.**

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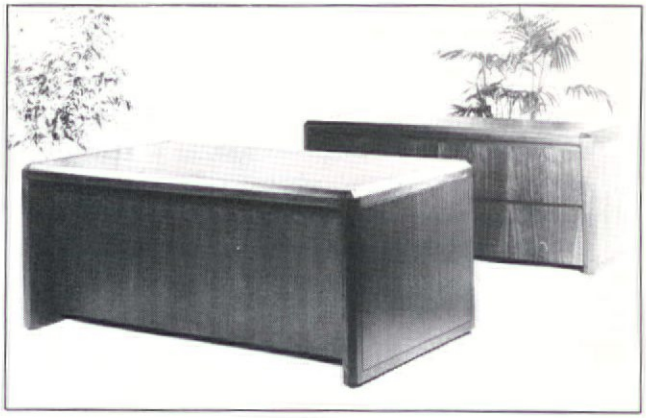
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DESKS STAND OUT WITH DOUBLE-BEVEL STYLING

Oak or walnut is accented with double-bevel styling on the framing of Francis Kerrigan's "Waterford" collection. Desks, credenzas, bookcases, executive wall systems, conference and accessory tables are available. Custom pieces for special applications can be integrated into standard catalog items. **Circle No. 281.**

FIBERGLASS BACKS MARBLE FLOORS

GL marble from Integrity Tile is a revolutionary new concept in the use of natural imported marble. Developed by Technomarmi Maiera, process backs large marble panels with fiberglass for wall and floor applications. Designs are lightweight and cost-efficient. **Circle No. 374.**



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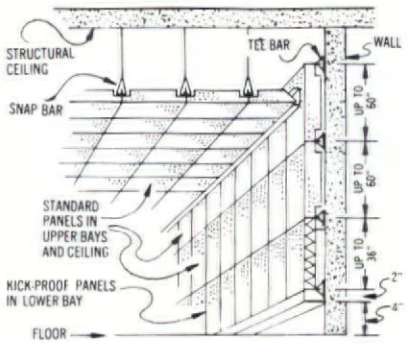
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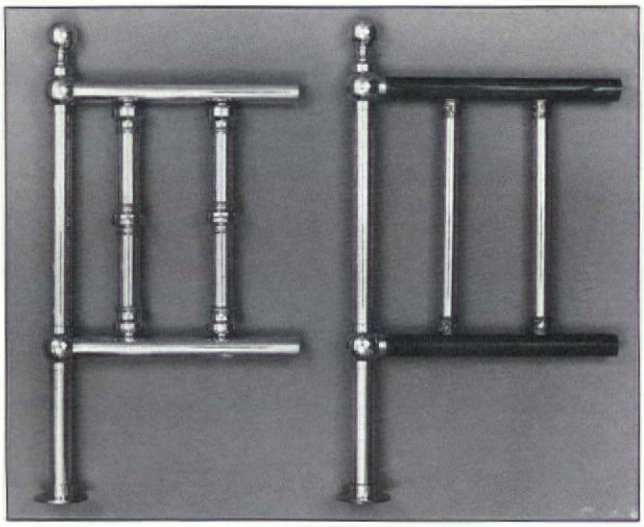
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TAKE A BITE OUT OF CRIME

Write to McGruff, Crime Prevention Coalition, 20 Banta Place, Hackensack, NJ 07601 for lots of information on Crime Prevention.

A message from the Crime Prevention Coalition, this publication and The Ad Council.

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TUBINGS, FITTINGS WORK WELL IN COMBOS

Combinations of hardwood and brass offer variety in product line from Ship 'N Out. On-site assembly is possible, as is special concrete mounting. **Circle No. 292.**

CARPET CUSHION INSULATES, REDUCES NOISE

Urethane carpet cushion line from General Felt Industries reduces noise and thermally insulates floors. The firm backs the product with a warranty for durability. **Circle No. 284.**

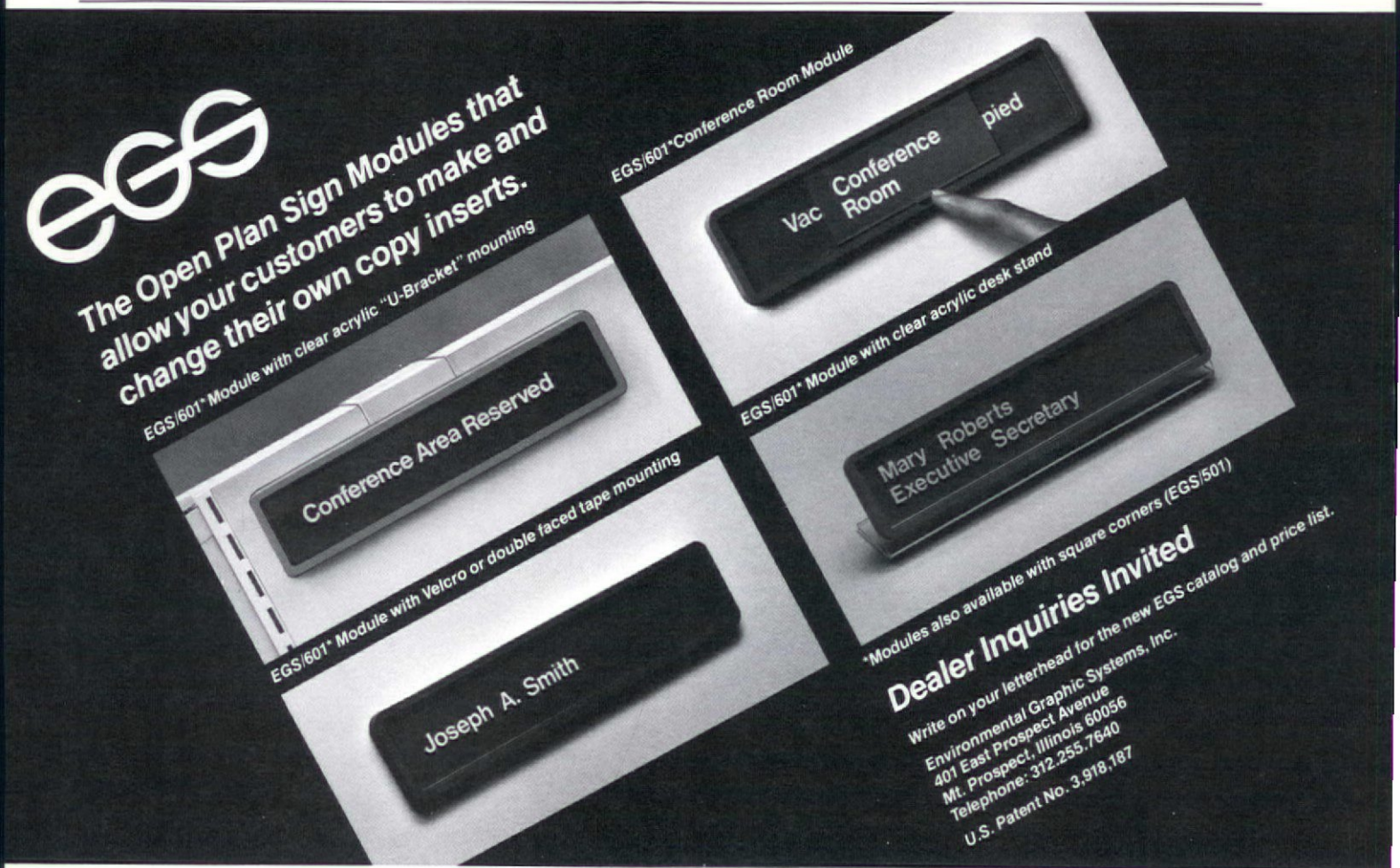


AVOID REUPHOLSTERY WITH REPLACEABLE SOFA ARMS

"Knock-Out" sofa line from Harvard Design Inc. features detachable arms which are easily-replaced if damaged by burn, spill, or puncture. Backs and bases are also removable. Available in 60 styling combinations, units are offered as sofas or loveseats which match firm's "Lower Berth" sleepers and lounge chairs. **Circle No. 375.**

SHIPMENT GUARANTEED IN 24 HOURS

Within 24 hours of receipt of order shipment of two chair styles is guaranteed. The Protzmann 3510 and 3500, designed by Peter Protzmann, are shipped from Domore Office Furniture of IKD Corp. Chairs feature five-leg base and ball-bearing casters for easy movement. Up to 10 chairs can be quick-shipped; no minimum quantity is required. **Circle No. 283.**



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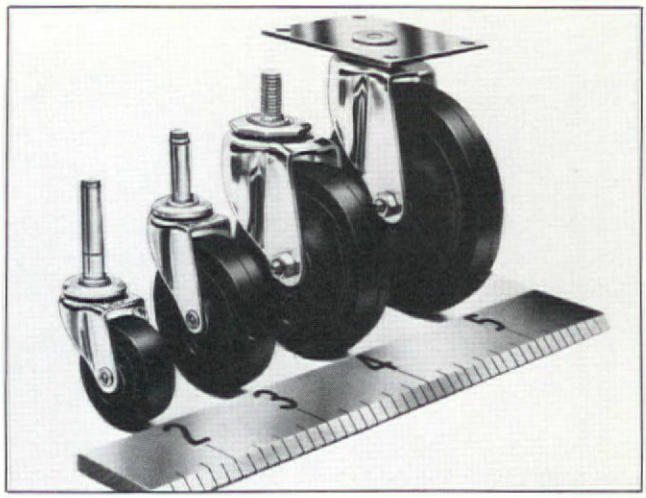
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CATALOGS & BROCHURES



Plastiglide offers a new catalog illustrating caster choices for contract seating. Included are Gemini Twin Wheel casters in a range of sizes. These are offered with a complete assortment of stems and top plates. **Circle No. 376.**

Designers Portfolio Catalog from Neo-Ray introduces lighting systems for hotel, restaurant, discotheque, and nightclub installations. Book consists of 36 pages and includes four-color illustrations, energy-saving lighting guides, and specification data. **Circle No. 377.**





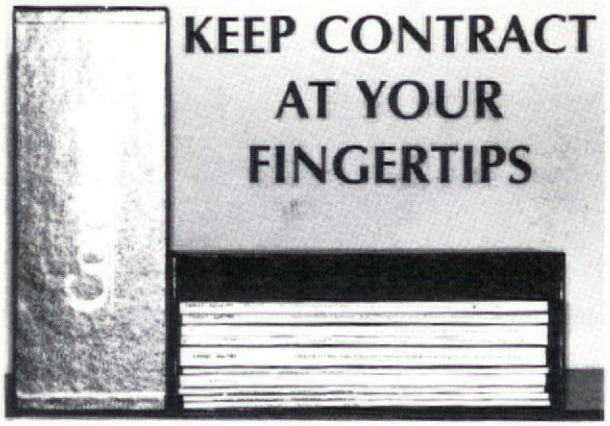
Four-page brochure on Kimball's 2100 series includes executive desks, credenzas, secretarial returns, tables, and bookcases. Photos illustrate each piece comprising the series. **Circle No. 249.**

Lawrence Metal Products released its new products catalog for 1982. All-new, 40-page edition features a special section devoted to brass rails and fittings including dimensions for ordering. Also discussed are crowd control products, stanchions, ropes, railings, planters, and smoking receptacles. **Circle No. 378.**

Shelby Williams published its 1982 catalog detailing seating for the hospitality industry. Included are 24 separate sections, each containing color photographs, and front and side elevation drawings for quick metric and standard dimensional reference. **Circle No. 379.**

Tall case clocks from Kittinger are shown in a new fold-out brochure. Each clock case is numbered on the Williamsburg Furniture Reproduction documentation label and permanently recorded by the firm. Movements, bells, faces, and cases are described. **Circle No. 380.**

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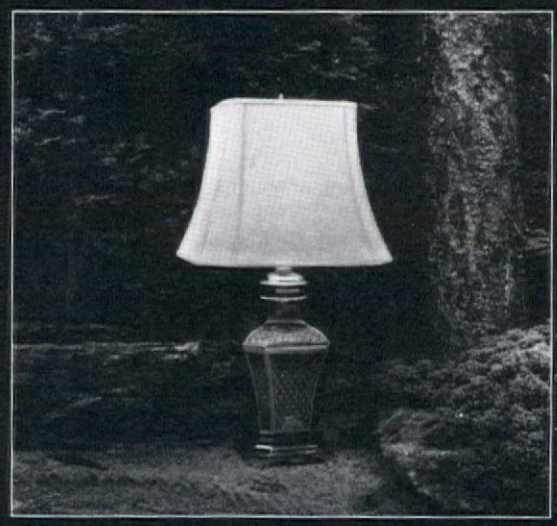
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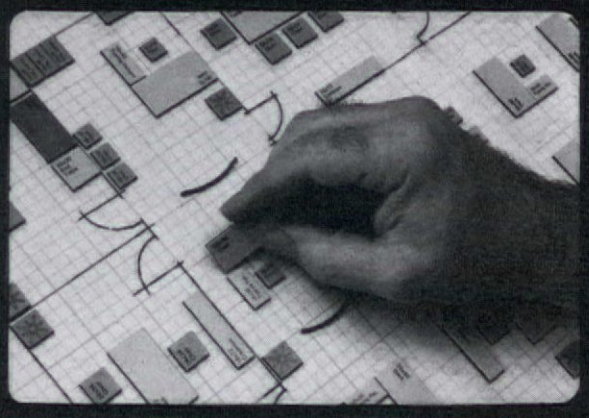


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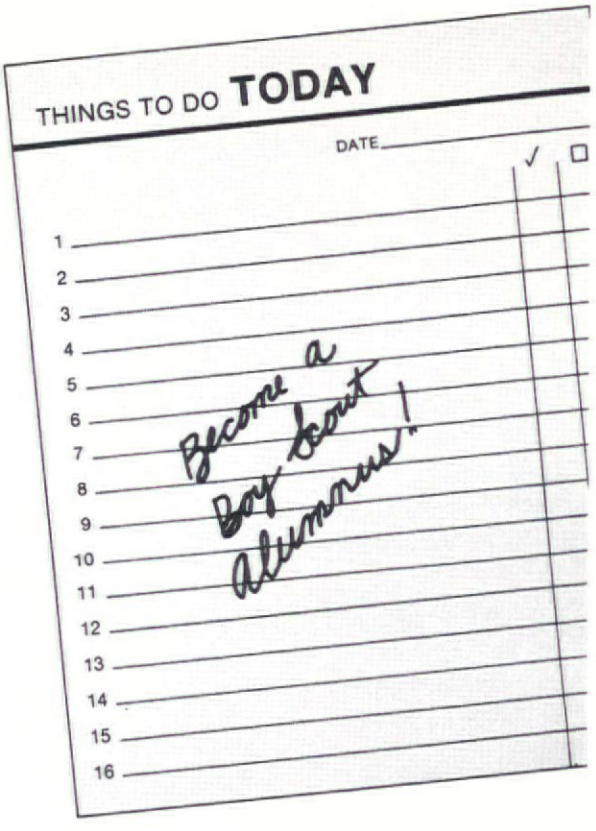
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